

CURRICULUM VITAE	
GENERAL INFORMATION	
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NATIONALITY	ITALY & USA
DATE AND PLACE OF BIRTH	1-2-1979 FLORENCE, ITALY
WORK EXPERIENCE	
January 2018 - Present	<p>PR INDUSTRIAL S.R.L (PRAMAC), CASOLE D'ELSA (SI), ITALY Business Development Manager, GAS C&I <i>Responsible for insertion and commercialization of Industrial gaseous generators, leading to NPI of gas gen-sets for European and ROW markets. Main areas of responsibility:</i></p> <ul style="list-style-type: none"> • <i>Product requirement specifications for gaseous Gen-Sets</i> • <i>Support to engineering team for product design</i> • <i>Management of technical trainings and Training Center</i> • <i>Creation of sales collaterals and sales trainings</i> • <i>Coordination and support of global sales team with focus on gaseous gen-sets</i> • <i>Supervision of projects and quoting activities for gaseous generators.</i>
May 2016 – December 2017	<p>GENERAC POWER SYSTEMS, INC. WAUKESHA (WI), USA Product Manager, C&I Generators <i>Responsible for industrial gaseous product, with focus on global product expansion (ROW). Supervision of New Product Introduction (NPI) for industrial spark-ignited engine/gen-set releases for international markets and global manufacturing. Main purview:</i></p> <ul style="list-style-type: none"> • <i>Supervision of product launch activities,</i> • <i>Creation of sales collaterals and tools</i> • <i>Support of global organization, including PRAMAC in preparation of gas product insertion</i>
May 2013 – May 2016	<p>POWER SOLUTIONS INTERNATIONAL, INC., CHICAGO (IL) USA Aftermarket Parts Sales <i>Responsible for the development of strategic suppliers for OES/Aftermarket parts and product development for alternative-fueled IRC engines. Areas of responsibility included:</i></p> <ul style="list-style-type: none"> • <i>Research and validation of new engine parts suppliers, domestic (US) and overseas</i> • <i>Preliminary engineering evaluation of parts</i> • <i>Production of technical, marketing and sales support documentation for service parts and PM kits.</i>
July 2010 – April 2013	<p>PRAMAC AMERICA LLC, MARIETTA (GA) USA Division Manager <i>Responsible for the Power Engineering division for the US and Central American markets, which includes the import and commercialization of diesel generator sets</i></p>

	<p>and supervising product management, sales, marketing, operations, and technical management.</p> <ul style="list-style-type: none"> Led the team in the realization of a new PRAMAC US-built towable light tower Managed purchase orders, quotations for standard and custom-built generators Coordinated and led customer technical and commercial on-site training Calculated and issued list prices and evaluated inventory re-ordering point. <p>Responsible for PRAMAC Wind division (micro wind turbines) in US operations. Formulated a performance calculator and developed a financial model to evaluate ROI based on installation site ambient conditions</p>		
June 2009 – June 2010	<p>PRAMAC DE PUERTO RICO, INC. BAYAMÓN (PR) USA Business Development Manager Responsible for the PRAMAC Power Engineering Customized Division for the North, Central and South American markets and for the consolidation and expansion of sales in Puerto Rico.</p> <ul style="list-style-type: none"> Created internet-based (html) product support center for sales team Successfully closed sales of large generator sets for domestic (USA) and export markets 		
September 2008 – June 2009	<p>PRAMAC S.P.A. , CASOLE D'ELSA (SI) ITALY ASSIGNMENT C/O ABDULAZIZ AL-BINALI TRADING EST , DAMMAM, KSA Business Development Manager Appointed as the company representative for starting the new PRAMAC sales operation in Saudi Arabia. Executed the set-up, marketing study, inventory and successfully initiated sales of generators.</p>		
Mars 2007 – August 2008	<p>PRAMAC S.P.A. , CASOLE D'ELSA (SI) ITALY ASSIGNMENT C/O PRAMAC (UK) LTD. TREDEGAR, SOUTH WALES, UK Business Development Manager Managed the sales of stationary diesel gen-sets, focusing on large-scale projects for power stations across the UK and continental Europe, working closely with national contractors.</p>		
May 2006 – August 2008	<p>PRAMAC S.P.A. , CASOLE D'ELSA (SI) ITALY Bid Specialist A commercial-engineering role specialized in providing support to the international sales division for projects worldwide requiring a non-standard configuration of high-power generator sets.</p>		
EDUCATION AND TRAINING			
Sept. 1998 – Dec. 2005	<p>University of Florence, Florence, Italy MS Degree (Laurea Magistrale) in Mechanical Engineering</p>		
1994 - 1998	<p>Liceo Scientifico – Diploma di Maturità Liceo Scientifico Guido Castelnuovo , Florence, Italy</p>		
PERSONAL SKILLS			
MOTHER TONGUE	ITALIAN		
OTHER LANGUAGES	ENGLISH	FRENCH	SPANISH
- Speaking	C2	C1	C1
- Reading	C2	B2	B2
- Writing	C2	B2	B1
DIGITAL SKILLS	<p>OS: Windows (All Versions). Linux (basic). Software: MS Office Pack (Word, Excel, PowerPoint). CAD 2D/3D: Autocad, Solidworks. ERP: AS440, EPICOR, SAP, ORACLE</p>		
ORGANIZATIONAL / MANAGERIAL SKILLS	Proven ability to direct and coordinate teams with wide cross-functional knowledge.		
DRIVING LICENSE	Type A and B Italian driving licenses. US Drivers license.		

Autorizzo il trattamento dei miei dati personali ai sensi dell'art. 13 Dlgs 196 del 30 giugno 2003 e dell'art. 13 GDPR (Regolamento UE 2016/679) ai fini della ricerca e selezione del personale