



**Personal Details**

- ❖ Sergio Marrone
- ❖ October 2<sup>nd</sup>, 1978
- ❖ Italian
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**Overall past and future achievements**

- ❖ Constantly promoted and increased the scope of responsibilities based on results
- ❖ Always invested in teaching the Team and let them growing up in professionalism and performance
- ❖ Short Term Goal (~ 1 to 2yrs): to continue growth path undertaken including exploring the possibility to enlarge my professional horizon across new Business sectors

**Work experience**

Jan 2024 – Present



***Vice President Customer Support & Services B.U. Aerostructures – Leonardo Aeronautics Division***

- ❖ Unique interface for all Customers needs after product delivery
- ❖ Managing of spare parts supply and reconfiguration/service bulletin for in service aircrafts
- ❖ Offers and proposals coordination and negotiation for after market products and services for Aerostructures Division Programs
- ❖ Responsible for Economics related to *post* delivery products and services
- ❖ KPI definition and managing related to all Customer Support contracts
- ❖ Technical support and coordination for all issues occurred in Final Assembly Line and/or after market delivery for all Aerostructures Division Programs
- ❖ Logistic activities aimed to fulfill contractual requirements in terms of On time Delivery for replacement parts and after market products
- ❖ Leading a Team of about 60 people

Pomigliano D'Arco (NA) Italy

Apr 2018 – Dec 2023



***Head of Sales and Bids – Boeing Programs at Leonardo S.p.A.***

- ❖ Managing contracts and sales for Boeing Customer within Leonardo Aerostructures Division with a portfolio up to 700 M\$ per year
- ❖ Building business proposals, negotiating, and selling aeronautics products, including complex aerostructures and aircraft sections
- ❖ Applying, sharing and mastering sales techniques and processes I have been learning
- ❖ Working closely with Leonardo's Boeing Programs Leader, CFO and Managing Director in order to regularly improve sales process, revenues and Company profitability
- ❖ Knowledge of economics and financial ratios and indexes pertaining to Aeronautics business
- ❖ Coaching sales Team members in order to support their development and make them ready to become Managers.
- ❖ Regular Leadership reviews and meetings with Customer Representatives

**Achievements:**

- ❖ Awarding of high added value work package on 787 Program
- ❖ Granting targets in terms of Order intake, Sales & Revenues
- ❖ Promoting growth of people working within my Team as next gen Managers

Pomigliano D'Arco (NA) Italy

Jan 2016 – Mar 2018



***Head of Sales and Bids – Airbus Programs at Leonardo S.p.A.***

- ❖ Managing contracts and sales for Airbus Customer within Leonardo Aerostructures Division (~ 200M\$ yearly business)
- ❖ Coordinating Leonardo's bids for every Airbus Group Company potential Customer
- ❖ Leading bidding cross-functional Team (Engineering, Quality, Logistics, Manufacturing, Finance)
- ❖ Holding Customer relationships and meetings on-site (Toulouse and Hamburg)

Pomigliano D'Arco (NA) Italy

plants)

Side projects:

- ❖ Coaching teammates with on boarding

Achievements:

- ❖ Awarding of Contract with highest profitability within Leonardo Aerstructures Division
- ❖ Awarding of significant volumes increase in Airbus production for Leonardo
- ❖ + 18% average in orders intake versus budget during 2 years

Oct 2013 – Dec 2015



**Procurement & Supply Chain – Head of Foreign Suppliers Subcontracts**

- ❖ Responsible for managing any Alenia's Supplier outside Italian country for Subcontracts Commodity
- ❖ Yearly Purchasing spending portfolio of 250 M\$
- ❖ Operating on any Alenia's Program, Civil and Military sectors
- ❖ Regular meetings with C-level executives and directors of small to large Companies
- ❖ Performing on-site surveys at major US, European and Chinese Suppliers
- ❖ Coordination with Supply Chain Operations for Suppliers Performance monitoring and steering

Achievements:

- ❖ Continuous double digit saving Vs. budget

Pomigliano  
D'Arco  
(NA)  
Italy

Mar 2011 – Sep 2013



**Procurement & Supply Chain – Head of Italian Suppliers Subcontracts**

- ❖ Managing Italian based Suppliers for Subcontracts Commodity, operating on Civil and Military Programs
- ❖ Yearly Purchasing spending portfolio of about 200 M\$
- ❖ Contributing to Supply Chain re-design and verticalization projects
- ❖ Performing meetings and surveys in coordination with Supply Chain Operational account executives for Suppliers reviews and contractual performance monitoring

Achievements:

- ❖ Coordinating the Team who carried out the rationalisation and integration of Supply base

Pomigliano  
D'Arco  
(NA)  
Italy

Jan 2010 – Jun 2011



**Procurement & Supply Chain – Head of Interiors Commodity**

- ❖ Coordinating Bidding activity for Equipments and Aerostructures to be installed on Sukhoi SuperJet 100 Aircraft
- ❖ Awarding and contracts for whole Interiors systems and structures
- ❖ Monitoring and taking care of first shipset industrialization and on time delivery, including Supply Chain surveys and regular meetings

Achievements:

- ❖ With my Team, in 6 months we stipulated contracts for 100% of Work Packages reaching 12% saving Vs. budget

Turin  
and  
Pomigliano  
D'Arco  
(NA)  
Italy

Apr 2009 – Mar 2011



**Procurement & Supply Chain – Procurement Manager Sukhoi SSJ100 and Falcon 2000/900 Programs**

- ❖ Within Procurement and Supply Chain organization shoulder on shoulder collaboration with Program Manager
- ❖ Acting in order to guarantee purchasing targets definition and subsequent achievement for timing, cost and quality
- ❖ Make or Buy plan definition in coordination with Program Manager
- ❖ 360° knowledge of Program hot topics and contributing to prevent issues or delays even versus final Customer deliveries

Achievements:

- ❖ Circulating new culture and project management methods within Procurement perimeter

Pomigliano  
D'Arco  
(NA)  
Italy

Jul 2005 – Mar 2009



**Procurement – Junior to Senior Buyer for tooling**

- ❖ RfQ issuing for tooling for all Alenia's Programs, Military and Civil
  - ❖ Capacity/Capability assessment and analysis for Suppliers selection
  - ❖ Managing bid and result evaluation in order to award the deal in cooperation with tooling Manager, respecting timing cost and quality drivers
- Achievements:
- ❖ Appointed as focal point for F-35 Program for Lockheed-Martin Customer

Pomigliano  
D'Arco  
(NA)  
Italy

Jun 2006 – Jul 2007



**Tutor – Tirocini@work project**

- ❖ Tutoring young people facilitating inclusion in business world
  - ❖ Mentoring and support of trainees from the training phase, to that of "training on the job", until the inclusion into the partner Company of the Project.
- Achievements:
- ❖ Supporting more than 30 recruitment of young people in several Companies

Naples  
Italy

May 2005 – Jul 2005

PANTEK srl

**Quality Assurance Responsible**

- ❖ Operating in Automotive sector – Company Wide Quality Control culture and methods circulation
- ❖ Quality control in production line for FIAT and Alfa Romeo Customers

Teverola  
(CE)  
Italy

Jan 2005 – Apr 2005



**Sales – Strategic planning and analysis (stage)**

- ❖ Sales data analysis and reporting
- ❖ Market scenarios and sales campaign strategies

**Education**

Jan 1999– Jul 2004



**Master's Degree Managerial Engineering @ "Federico II" Naples University**

**Final dissertation in Economics Engineering – Master's Degree vote 109/110**

*Further achievements: awarding final stage of "Global Challenge Management" representing Federico II University*

Naples  
Italy

Sep 1992 – Jul 1997



**Scientific High School Degree, vote 60/60**

Liceo Scientifico Statale "Galileo Galilei"

Naples  
Italy

### **Extra Employment History**

From Dec 2005	❖ Being part of Engineers Professional Order	Naples Italy
From Mar 2011	❖ Naples Court consultant	Naples Italy

### **Interests**

- ❖ Sales & Business development
- ❖ Customer satisfaction
- ❖ Automotive
- ❖ Finance

### **Languages**

- ❖ Italian (mother tongue)
- ❖ English (C1)
- ❖ French (B1)

### **Sports and hobbies**

- ❖ Reading books and newspapers
- ❖ Skiing
- ❖ Football
- ❖ Travelling

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*In witness whereof*

