



Valeria Macaluso

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Date of Birth: 30 May 1972
Languages: Italian, English
Based in: Parma (IT)

Hard skills:

- Resilience
- Negotiation
- Project Management
- Project Planning
- Six Sigma
- Time Management
- APQP

Soft skills:

- Empathy
- Dynamic Mind
- Conflict Resolution
- Positivity
- Teamwork
- Adaptability
- Problem-solving
- Goal oriented
- Verbal & written communication
- 24/7 dedication to goals

Interests:

- Brain training
- Personal health
- Travel
- Racing cars and motorbikes

“I’m a fixer”

About me

I'm a high qualified, motivated, and result oriented professional with more than 20 years of local and global experience in Automotive and Industrial environment in several different areas from R&D, Product development, Manufacturing, Sales, Quality and Operations.

I currently manage international projects (Japan, USA, China, Europe) with excellent organization and communication skills with proven capability in successful delivery with high customer satisfaction.

I am a strong, dynamic, reliable, focused and determined person and I have achieved impossible goals in life thanks to my determination.

I learn quickly and I'm able to put myself in discussion in order to improve and grow my knowledge and my skills.

I'm great on planning and fitting together different resources and personalities.

Work experience



1/2013 – 12/2021 **Senior Project Manager**

Lead projects with turnover of up to € 100 million with international customers, reporting directly to the Industrial Platform Director. Responsible for the various development gates according to the APQP procedure: Business Case definition, Approval of the quote, Prototype launch, Project resolution, pre-series launch and series production start, up to one year after the SOP. Manage the relationships between the Sales & Marketing and Technical Department, R&D, Quality, Finance Production and finally Customer Support.

07/2010 -12/2012 **Key Account Manager | S&M Wind Area**

Expanded relationships with existing customers by continuously proposing solutions that meet and even exceeded customer and company targets. Find, grow, and retain key B2B accounts. Relationship management, forecasting and review. Interface between Customer and all the Internal Department. Played a fundamental role in increasing the sale, and to create a long-lasting partnership with a key customer (generating alone 30% of company turnover)



Turin
11/2007 7/2010 **Product Manager Heavy on Road Range | S&M**

Reporting directly to the Sales & Product Director, involved in strategic decisions and deployment of company's Vision and Mission. Product definition and development, with APQP and Risk Management techniques. Active project implementation through product management, marketing and sales policy. Direct interface between the Engineering Platform and S&M Department developing the technical feasibility of the solutions required by the market, managing a team of 10 technical sales.

08/2006 10/2007 **Homologation Manager Worldwide | R&D**

Reporting directly to the Homologation and Technical Application Director, managing 19 engineers who were responsible for drawing up the practices and the relevant tests for approvals according to CEE and ECE regulation for all the type of Iveco vehicles (Light, medium and heavy range, mechanical and marine engines and buses). This function is integrated within the various Engineering Platforms for the management of new projects.

Brescia plant
02/2005-07/2006 **“Project Euro 4” Quality Manager on Medium Range**


Responsible for the implementation Quality Management System for the Euro 4.

10/2003-1/2005 **Project Manager | Methods and Quality Process Department**

Responsible for the "Defect Management System" project of Brescia, Madrid and Ulm Iveco plants.

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05/2002-09/2003

Quality Manager Cab Trimming Assembly

Responsible for incoming material quality control, process control and finished products, final delivery check in an operational unit producing subgroups for trimmed cabs for heavy and medium range (around 40.000 subgroups of cabs/year). Responsible for ISO 9001:2000 quality system development.

01/2001-04/2002

Integrated Group Leader | Truck Operational Unit

Management of a cab trimming team of about 60 workers. Main responsibility for production volume control, process quality check, efficiency improvement and workers safety



7/2000-9/2000

Design Engineer (CAD) and structural analyst (FEM)

Education

POLITECNICO DI MILANO GRADUATE SCHOOL OF BUSINESS

2006 Master II Level: Lean Manufacturing, Executive path of business management and organizational development



UNIVERSITÀ
DEGLI STUDI
DI PALERMO

2000 Master Degree in Mechanical Engineering with specialization in Industry and Management.

Training and certificates

Industry Forum

2006 APQP Certification - Automotive Core Tools (IATF) (English version): Advanced Product Quality Planning, Measurement, System Analysis, Statistical Process Control, Failure Mode & Effects Analysis, Control Plans, Production Part Approval Process



Isvor FIAT

2004 Green Belt Course: Measurement System Analysis, Statistical Process Control, Problem Solving