

PIERRE IANNI



FOUNDER OF ESC-SOLUTIONS, CONSULTING IN COMPETITIVENESS AND EXCELLENCE.

Experience in Managing Director positions in small, medium and big companies.

WIDE INDUSTRIAL AND INTERNATIONAL EXPERIENCE, MAINLY IN THE AUTOMOTIVE INDUSTRY.

Spécialist of Personal Development, Process and Organisation optimisation, Excellence Systems and LEAN culture (Lean Manufacturing and Lean Management).

LANGUAGES: French, English, Spanish, German, Italian y Portuguese.

STUDIES:

Generalist Engineer graduated from the French Nacional School of Engineers ENSAM (Aix-en-Provence and Paris).

PROFESSIONAL EXPERIENCE

TEACHING

1976 - 1978: Professor of electronics, electromechanics and automatisms at the Franco-Mexican Tecnological Institute of Mexico City (Mexico) within the framework of the Framco-Mexican Cultural Co-Operation.

PSA PEUGEOT CITROËN

1978 - 1980: Sochaux/France - Production Engineer.

1980 - 1985: Sochaux/France - In charge of Coordinación of the industrial activities of the Group in África within the Co-operation and International Production Division.

1985 - 1989: Kaduna/Nigeria – General Manager Purchases and Local Integration.

1989 - 1992: Nevers/France – Managing Director of the subsidiary company of the Gears Group and Reducers, specialized in the producción of systems of gears. Subsidiary company sold by the PSA Group in 1991.

EDSCHA-LOR

1992 - 1998: Briey/France - Managing Director of Edscha-Lor, French subsidiary company of German Group EDSCHA, manufacturing articulations sistems for the world automotive industry.

SERMO INDUSTRIES

1998 - 2000: Nantes/France - Managing Director of SERMO, French Group with factories in France, Poland and Brasil specialized in the development and the fabrication of moulds for the injection of large platic parts for the European Automotive Industry.

PSA PEUGEOT CITROËN

2000 - 2003: Paris - In charge of the Industrial Coordination of the factories in Latin America within the Co-operations and Internacional Production Division.

2003 - 2007: Buenos Aires - General Manager of the Production Centre of Palomar.

2007 / 2011: March 1, 2007, november 30, 2011: Vigo/Spain - General Manager of the Production Centre of Vigo-Spain (10000 people - 547000 vehicles in 2007) and Mangualde-Portugal (1000 people - 65000 vehicles in 2007).

Dicember 2011-june 2014 : General Manager South America for Industrial, Quality, Supply Chain and Excellence System.

ESC-SOLUTIONS

From 1st July 2014 : Founded ESC-SOLUTIONS, consulting activities for Competitiveness and Excellence.

ABILITIES, SKILLS AND EXPERIENCE

Linguistic abilities:

English (TOIC 925/1000), German, Spanish, Italian, French, Portuguese.

Managerial abilities:

- Animation, motivation and teams coaching in internacional and multi-locations environment.
- Developpment and implementation of Strategic Plans.
- Organisational, managerial and industrial diagnosis.
- Promotion of the technical, organisational and human change.
- Management close to the ground.
- Management of Great Production Centres (3000 people in Buenos Aires, 10500 people in Vigo - Spain,...).
- Recognized Leadership

Lean Manufacturing and Lean Management abilities:

- 20 years of experience in the deployment of all the concepts and tools of Lean Manufacturing and Lean Management in all the automobile chain of value (Manufacturer, OEM row 1 and 2, Toolmakers).
- 2007/2011, animation of the deployment of Lean Manufacturing and Lean Management within the Cluster of the Automotive Industry of Galicia (82 companies suppliers of auto industry).

Knowledge of the International Business:

- 4 years (85/89) Purchasing General Manager in Nigeria (based in Kaduna).
- 5 years (80/85) In charge of the Africa Zone at the Management of the International Businesses of PSA.
- 3 years (2000/03) in charge of Latin America Business at PSA Peugeot-Citroen Internacional Division.

- 4 years (2003/2007) General Manager of the PSA Production Centre of Buenos Aires.
- March 2007/november 2011: General Manager of the PSA Production Centre of Vigo (Spain) and Mangualde (Portugal)
- December 2011/june 2014 : Industrial, Quality, Logistics and Excellence System Director for PSA Peugeot-Citroën South America.

Institutional Relations Experience and abilities:

- Institutional relationships to the Nigerian authorities for the establishment of suppliers in Nigeria (85/89).
- Negotiations with the Polish authorities for installation in Poland of a subsidiary company of manufacture of moulds of injection (78/2000).
- Negotiations with the Brazilian authorities for installation in Brazil of a subsidiary company of manufacture of moulds of injection (78/2000).
- 2007/2011 : direct and frequents contacts with the President of Galicia and his principal Ministers (Economy, Industry, Employment), with the Ministry for Industry in Madrid, with the Mayor of Vigo and all the local Institutions: President of the harbor authority, President of the Free zone, President Chamber of commerce, Presidents of Banking Organisations, Presidents Fédérations and Clubs of Companies,...

Financial abilities:

- Optimization of flows and structures of financing adapted to the development strategy.
- Capital growth.
- Financing of foreign subsidiary companies.
- Development of structured financings.
- 6 years Managing Director French Subsidiary company of a German Group (EDSCHA) autonomous on the financial plan.
- 3 years Managing Director French Group (SERMO) autonomous on the financial plan.
- Management of the PSA Production Centres of Buenos Aires (03/07) and Vigo (since 2007).

Commercial abilities:

- Market research, Plans Products/Markets.
- Investigations of client satisfaction.
- Participation in the realization of film of company presentation.
- Negotiation of markets at high level.
- Direct negotiations with the Directions of the Purchases of Manufacturers: Renault, PSA, Opel, Iveco,... as a supplier of row 1 (6 years of experience).
- Direct negotiations with the Directions of the Purchases of Equipment suppliers: Plastic Omnium, Faurecia, Behr, Valeo,... (3 years of experience).
- Knowledge of the Automobile markets Latin America and South America:
 - Installed over period 76/78 in Mexico then several personal trips.
 - Installed over period 2003/07 in Argentina then several personal trips.
 - Many professional trips to Brazil, Uruguay, Chile.

Human Resources and Social relations abilities:

- High concern with Safety, ergonomy and welfare of all employees,
- Relationships and negotiations with the trade unions as:
 - General Manager Factories Durand (89/92).
 - Managing Director EDSCHA-LOR (92/98) with management of a reduction of manpower of 25% in 1993,
 - Managing Director SERMO Group (98/2000) with installation of the 35H.
 - General Manager of PSA Production Centre of Buenos Aires - Argentina (2003/07) removal of the 2nd shift.
 - General Manager of PSA Production Centre of Vigo-Spain (since 2007) with management of a reduction of manpower of 30% between September 2008 and the end of 2009.

Technical skills:

- Industrial Engineer.
- All processes of the Automobile Production (25 years of experience at PSA + 6 years supplier of row 1 and 3 years of supplier of row 2).
- Bronze Foundry, steel foundry, machining, cutting gears,... (3 years Director Durand Gears - Gears Group and reducers).
- Design/Manufacturing moulds for plastic injection (3 years Managing director SERMO Group).
- Machining and assemblies mass production (6 years Edscha - manufacture of hinges and articulations for automobile).

Projects Management abilities:

- Industrial launching 307 and C4 tricorps in Argentina.
- Berlingo/Partner launching in Vigo.
- Preparation of launchings of 4 new vehicules over the period 2012/2013 and Electric Berlingo/Partner in Vigo.

Purchases abilities:

- 4 years General Manager Purchase and Local Integration in Nigeria.
- 6 years Suplier OEM level 1.
- 3 years supplier level 2 (toolmaker).

Automobile Suppliers relations abilities:

- 4 years Purchasing General Manager.
- 6 years supplier of 1st level.
- 3 years supplier of level 2.
- 5 years active participation with the CEAGA (Cluster of the Automotive Industry of Galicia).
- 2012/2014 : creation of de Sul Fluminense Automobile Cluster (Rio State - Brasil) and de Bonaerense Automobile Cluster (Buenos Aires State - Argentina).

Others:

- Born in Italy from Italian parents.
- French Nationality in 1970.
- Married during 24 years with Mexican (deceased in May 2000).
- Married since March 2005 with an Argentinian.
- 2 children of my first marriage - 4 grandchildren.
- Hobby: golf.