

CURRICULUM VITAE

Name	Umberto Taormina
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Date and place of birth	07/06/1994 Legnano (MI)
Nationality	Italian
Driving license	B



EDUCATION

- University Carlo Cattaneo - LIUC Castellanza (Va)
Bachelor's Degree in **Industrial Engineering**
Thesis Title: Reengineering of Refurbishing and maintenance process of used Forklift Truck
- Politecnico di Milano
Attending 2 yrs to **Industrial Engineering**
- Scientific High School "Galileo Galilei" in Legnano (MI)

OCCUPATION

Lug 2019 – present: **STILL S.p.A** (Lainate), **Full Service Manager**

Nov 2017 – Lug 2019: **STILL S.p.A** (Lainate), **Pricing Specialist**, Region Italy

Manage pricing issues in all the aspects concerning After Sales division: Responsible for pricing and develop quantitative analysis, ad hoc reports, models, to support decision making

- Spare parts pricelist towards end customers and dealers or partners:
Define spare parts pricing and discounts strategy for Region Italy level through benchmark and market potential analysis
 - Definition of new parts pricing and repositioning actions
 - In-depth analysis of market share and sales potential
 - Definition of commercial strategy and implementation of promotions and commercial actions to ensure revenues targets achievement

Maintain a focus on continuous process improvement by identifying opportunities for efficiency
Suggest process and operational improvements
Regularly analyze market prices, adjust pricing strategies, formulate and update published fees timely;
Maintain, Improve and adapt monitoring performance tools

mar – set 2017: **STILL S.p.A** (Lainate), Reengineering of the operational refurbishing process (Internship)

2016 - 2017: **Sempione News** di Legnano (MI),

2015 - 2017: **Glifo Associati s.c.** di Milano, Accountant and Advisory Salesman

COMPETENCIES & INTERESTS

- **English:** BULATS 2016 C1 Certificate (C1 written, C2 spoken)
- **French:** good written and spoken

COMPUTER SKILLS

Windows 10 and Office 365 (Excel, Access, Word, Powerpoint)
SAP ERP Software

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