

# Riccardo NICASTRO

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## PERSONAL PROFILE

Master of Science Mechanical Engineer specialized in Additive Manufacturing Technologies. Professional career oriented to Business Development, Sales and Project&People Management. Founder and President of several no-profit organizations.

## EDUCATION

**Politecnico di Torino - Turin (Italy)**

**Master Degree-** Mechanical Engineering

**Thesis:** *A revolutionary technology: Laser Metal Deposition to shape cast iron foams*

July 21, 2014



**Politecnico di Torino - Turin (Italy)**

**Bachelor Degree -** Mechanical Engineering

**Thesis:** *Micromachining: State of the art and future development*

October 16, 2012



## ACCOMPLISHMENT

3D SYSTEMS

**Business Development Manager**

***On Demand Manufacturing Division***

August 2017 – Ongoing



**3D SYSTEMS**

In charge for Southern Europe for the activities:

- Business Development Strategy for short and long terms;
- Business plan for the Company growth in Southern Europe;
- Key Accounts prospection and Strategical Partnerships generation;
- Key Accounts big projects follow up;
- Marketing activities management (fairs, event and seminar organization, global facilities customer visits);
- Sales team management (1 Sales Manager, 1 Project Manager, 1 Customer Service Officer);

**Tools:** *Linkedin, Salesforce, Internal Qsoft, Microsoft Office, CAD/CAM (Solidworks, Materialise suite, 3D Systems suite).*

**Skills acquired:** *Business development and sales process reorganization. Strategic partnerships generation and management with key Companies. Complete tailored made solutions selling (engineering, design, prototyping, manufacturing and certified manufacturing). Cross-sectoral approach. Team workload feeding and management. Functional people management and coaching.*

MATERIALISE  
**Business Developer/Account Manager**  
*Manufacturing Division*

October 2015 – August 2017



In charge for Northern East, Central and Southern Italy for the activities:

- Account Management and Business Development Strategy;
- Business Plan for the Company Growth in Italy;
- Commercial Prospecting;
- Projects Follow up;
- Marketing activities management (fairs, event and seminar organization, global facilities customer visits);
- Sales team management (1 Account Manager, 1 Project Manager, 1 Customer Service Officer);

*Tools: LinkedIn, CRM, Internal Prototype DB, Microsoft Office, CAD (Solidworks, Magics).*

*Skills acquired: complete tailored made solutions selling (engineering, design, prototyping, manufacturing). Cross-sectoral approach. Team workload feeding and management. Functional people management and coaching.*

AMARIS  
**Business Manager**

October 2014 – October 2015



- Account Management and Business Development Strategy;
- Commercial Prospecting;
- Financial and Contract Management;
- Recruitment Platform Management (6 recruiters);
- People Management (14 engineering consultants);
- Projects Follow up.

*Tools: Microsoft Office, LinkedIn, Internal management software (Timesheets, KPIs, CRM, recruitment), Job boards (LinkedIn Recruiter, Monster, Viadeo).*

*Skills acquired: complex projects selling (mechanical, electrical, electronic and computer engineering, in house and/or workpackage). Sales process: business and account strategy, prospect approaching and meeting, solution creation, solution selling and closing (offers, negotiations, frame agreements). People recruiting and team management/coaching.*

COMAU  
**People&Project Management Intern**  
Activities:

July 2014 – August 2014



- Project Management environment, procedures and tools understanding and training;
- Engagement in the Project Management Office (PMO);
- Public speaking, team building, projects and people leadership;
- Corporate Systems understanding;
- Building of successful Business Relationships.

EFESTO LLC  
**Engineering Intern**

April 2014 – July 2014



Activities in **RPM Innovations Inc.** (Rapid City, South Dakota):

- Innovative raw material for Additive Manufacturing studies;
- Mathematical Modeling for damping components;
- Computer Aided Design (CAD) for Additive Manufacturing;
- Computer Aided Engineering (CAE) for static and dynamic mechanical properties;
- CAD/CAM integration;

- Manufacturing Pre-processing (powders flow and shape analysis);
- Manufacturing Support (LMD machine parameters set-up support);
- Manufacturing Post-processing (finishing, machining, thermal treatments);
- Metallographic analysis (optical microscope and SEM for metal powders and LMD samples).

Activities in **EFESTO LLC** (Ann Arbor, Michigan):

- Additive Manufacturing Technologies Training;
- Society of Manufacturing Engineers (SME) Training Program for Additive Manufacturing;
- Key Account & Sales Management Support;
- Marketing & Benchmarking on Additive Manufacturing Technologies.



## **ORGANIZATIONS AND VOLUNTEERING**

**ROTARACT CLUB TORINO CROCETTA** - Turin (Italy)

**U.N.I.T.A.L.S.I.** – Asti (Italy)

**UnoXtutti** - Turin (Italy)

## **LANGUAGES**

**Italian:** Mother Tongue

**English:** Professional Knowledge (I.E.L.T.S. Certificate, 2013)

**French:** Fair