

**EUROPEAN  
CURRICULUM VITAE  
FORMAT**



**PERSONAL INFORMATION**

Name	<b>GIANLUCA RAGONESI</b>
Address	<b>CORSO VALDOCCO 15BIS, 10122 TORINO ( ITALY )</b>
Telephone	<b>+39 3476867781</b>
E-mail	<a href="mailto:ing.ragonesi@gmail.com">ing.ragonesi@gmail.com</a>
Nationality	Italian
Date of birth	20/09/1977

## WORK EXPERIENCES

- Dates (from – to)
  - Name and address of employer
    - Type of business or sector
  - Occupation or position held
  - Main activities and responsibilities
- JULY 8<sup>TH</sup> 2013 – STILL WORKING**  
TOTEM Energy S.r.l., Turin (Italy)  
Energy efficiency, Micro-cogeneration
- Head of Business Development and Sales
- Leading sales of TOTEM micro-cogenerators in mature markets
    - To agree with Company Board strategy for a successful profit generation
    - To coordinate activities of sales team for a proper achievement of sales targets.
    - To find out local partners and coordinate existing ones, making sure assigned target sales are met
    - To work with local authorities to achieve micro-cogeneration proper support.
    - To coordinate marketing activities and consolidate product and company name.
    - To establish sales agreement with large Utilities and secure TOTEM route to the market.
  - Developing new attractive markets for TOTEM micro-cogenerators:
    - To search new markets where TOTEM products are economically viable.
    - To established relationship with local company for TOTEM products resale and service
    - To work with R&D department for new product design in a way to increase market penetration.
- JUNE 4<sup>TH</sup> 2012 – JULY 5<sup>TH</sup> 2013**  
REC SYSTEMS Italy S.r.l., Milano (Italy)  
Photovoltaic, Renewable energy  
Senior PV Project Developer.
- Dates (from – to)
  - Name and address of employer
    - Type of business or sector
  - Occupation or position held
  - Main activities and responsibilities
- Securing subsidized businesses:
    - To identify, evaluate and secure opportunities for the installation of subsidized PV projects, including the required agreements with land / roof owners and building permits/licenses for the site.
    - To develop a roadmap with related activities to access the PV commercial roof-top market in Italy and in neighboring countries.
    - To perform commercial due diligence of developed projects that REC may evaluate to purchase from or collaborate on with REC downstream partners or 3rd party developers.
    - To establish and implement the legal framework for the projects, including special purpose vehicles for financially structured projects.
    - To assess the project related financial attractiveness, technical feasibility and risk profile.
    - To prepare the internal documentation for the top management decision process.
    - To identify interested Private Equity Investors with the aim of negotiating and then selling operational and subsidized projects/PV solar parks built through REC's direct funding.
  - Promoting and Securing unsubsidized businesses:
    - To be champion of the Italian electrical market with the aim of understanding new PV business schemes which are economical viable as well as profitable despite the lack of subsidies/incentives (grid parity market).
    - To established relationship with well known and bankable manufacturing companies with the aim of promoting the grid parity solar business for their self consumption.
    - To established synergies with Utilities in a way to ease REC access to grid

parity PV market.

- To set up business strategies for PV residential market and identify partners (construction Companies, components supplier and Banks) which can facilitate an effective and quick downstream market penetration.

- Dates (from – to)
- Name and address of employer
  - Type of business or sector
  - Occupation or position held

**APR 21<sup>ST</sup> 2011 – JUNE 1<sup>ST</sup> 2012**

United Solar Ovonic Italy S.r.l., Villafranca di Verona (Italy)

Photovoltaic, Renewable energy

Large Project & Sales manager (from March 1<sup>st</sup> 2013: Business Development Director).

- Main activities and responsibilities

- To research and develop new contacts in Italy (Utilities, financial investors, building owners, EPCs, roofing Companies) and generate deals aimed to the acquisition of new business with i-BIPV (innovative & building integrated photovoltaic) products.
- To originate large solar Projects (above 1 MW) with i-BIPV technology within a portfolio in Italy.
- To capture market opportunities in the area of solar rooftop development and meet final Customer expectations (Utility & Investors) with a strong focus on Customer satisfaction.
- To ensure that the Projects that are originated are both technically feasible and economically viable, and then to meet end-Customer expectations (IRR, NPV, payback time).
- To negotiate terms of the iBIPV products supply, to close deals and ensure all deals meet Company revenue and margin expectations

- Dates (from – to)
- Name and address of employer
  - Type of business or sector
  - Occupation or position held

**MAY 17<sup>TH</sup> 2010 – APR 20<sup>TH</sup> 2011**

United Solar Ovonic Italy S.r.l., Villafranca di Verona (Italy)

Photovoltaic, Renewable energy

Project manager.

- Main activities and responsibilities

- To technically support Customers (pre & after sales) and to supervise large solar plant installation based on i-BIPV products
- To support the Company Sales Force on Definition & Feasibility of large (1MW+) solar Projects with i-BIPV products.
- To support the Company Sales Force team on negotiating deal for the supply of i-BIPV products on large solar Projects.
- To coordinate with Logistic and factories and arrange an on-time products delivery.
- To define the best procedures for i-BIPV products applications (in conjunction with the technical teams (internal/external)).
- To train the end-Customers for a correct product application & usage.
- To supervise the products installation with on-site visits.
- To work with the quality department for the O&M definition and its correct application.
- To work with Treasury department to ensure an on-time payment.

- Dates (from – to)
- Name and address of employer
  - Type of business or sector
  - Occupation or position held

**OCTOBER 22<sup>ND</sup> 2007 - MAY 14<sup>TH</sup> 2010**

Freelance / Consultant

Renewable energy

Designer of solar plants.

- Main activities and responsibilities

- To perform feasibility evaluations and then design large ground mounted solar Projects (1MW+).
- To perform feasibility evaluations and then design solar greenhouses (1MW+)

- Dates (from – to)
- Name and address of employer
  - Type of business or sector
  - Occupation or position held

**OCTOBER 22<sup>ND</sup> 2007 - MAY 14<sup>TH</sup> 2010**

ST Microelectronics , Stradale Primosole 50 - 95121 Catania – Italy

Electronics / Renewable energy

Top level designer of circuits for energy harvesting.

• Main activities and responsibilities To develop concept design and then feasibility of integrated circuits for energy harvesting in mobile application battery charge:

- Solar energy harvesting
- Wireless energy harvesting

- Dates (from – to)
- Name and address of employer
- Type of business or sector
- Occupation or position held

**MARCH 15TH 2005 - OCTOBER 19TH 2007**  
Infineon technologies, via Niccolo Tommaseo – 35121 Padova – Italy  
Electronics  
Project manager for automotive applications.

• Main activities and responsibilities

- To build and manage a portfolio of automotive projects from pre-feasibility analysis to the completion, including Project schedule and budget.
- To work with internal colleagues and consultants to estimate Project costs and define overall Project economics.
- To collaborate with colleagues to define and implement marketing strategies
- To present Project opportunities to senior management for capital investment.

- Dates (from – to)
- Name and address of employer
- Type of business or sector
- Occupation or position held

**JAN 8TH 2003 – MARCH 14TH 2005**  
ST Microelectronics , Stradale Primosole 50 - 95121 Catania - Italy  
Electronics  
To design integrated circuits for power management.

## EDUCATION AND TRAINING

- Dates (from – to)
- Name and type of organisation providing education and training
- Title of qualification awarded

Sept 20<sup>th</sup> 1995 – July 19<sup>th</sup> 2002  
University of Catania  
  
Degree in Electronics (110/110 summa cum laude)

- Dates (from – to)
- Name and type of organisation providing education and training
- Title of qualification awarded

Sept 1<sup>st</sup> 1990 – July 15<sup>th</sup> 1995  
Secondary School ( Liceo Scientifico)  
  
Diploma (60/60)

## PERSONAL SKILLS AND COMPETENCES

MOTHER TONGUE

**ITALIAN**

OTHER LANGUAGES

**ENGLISH**

- Reading skills EXCELLENT
- Writing skills EXCELLENT
- Verbal skills EXCELLENT

	<b>FRENCH</b>
• Reading skills	GOOD
• Writing skills	GOOD
• Verbal skills	GOOD

## **PATENTS**

INFINEON	<ul style="list-style-type: none"> <li>- Low EMC/EMI emissions' gate driver for wide supply voltage ranges</li> <li>- Circuit comprising a MOS transistor and a control circuit for the MOS transistor</li> <li>- Power Transistor and Method for Controlling a Power Transistor</li> </ul>
ST MICROELECTRONICS	<ul style="list-style-type: none"> <li>- Supply device of circuit branches with LED diodes</li> <li>- Circuit apparatus with LED diodes</li> </ul>

## **ORGANIZATIONAL SKILLS AND COMPETENCES**

- STRONG, REALISTIC CONFIDENCE IN ONESELF IN CHALLENGING SITUATIONS, MAINTAINING A CALM FOCUS ON RESULTS OVER TIME AND PUTTING CLARITY AND ORDER INTO COMPLEX ISSUES
- A WORLD CLASS TEAM PLAYER WHO WORKS EFFECTIVELY IN A TEAM-BASED ORGANIZATION, COLLABORATES CROSS-FUNCTIONALLY, EXERCISES INFLUENCE AT SENIOR LEVELS, AND BUILDS ALIGNMENT AROUND GOALS AND OBJECTIVES. READILY BUILDS CONSENSUS AND ACHIEVES AGREEMENT ON KEY INITIATIVES AND PRIORITIES
- PROVEN, DECISIVE AND FOCUSED LEADER, WHO IS CONFIDENT AND CREDIBLE, WITH A STRONG PRESENCE
- PEOPLE-ORIENTED LEADER WHO ACTS AS AMBASSADOR AND CHANGE AGENT, ABLE TO MOTIVATE AND INSPIRE PEOPLE TO FURTHER DEVELOP AND CHANGE
- STRONG NEGOTIATION SKILLS. DEMONSTRATED EXPERIENCE IN CLOSING DEALS. CUSTOMER ORIENTED
- STRONG PROBLEM SOLVING AND ANALYTICAL SKILLS
- UNDERSTANDING OF RENEWABLE ENERGY FINANCING STRUCTURES
- EXCELLENT MULTI-PROJECTS MANAGEMENT & COORDINATION WITH GREAT ABILITY TO COPE WITH DIFFICULT SITUATIONS. METICULOUS ATTENTION TO DETAILS AND IMPECCABLE ORGANIZATION SKILLS
- SELF-STARTER WITH PROVEN ABILITY TO WORK COLLABORATIVELY WITHIN MULTI-DISCIPLINARY TEAMS
- EXCELLENT INTERPERSONAL, WRITTEN & ORAL COMMUNICATION SKILLS, TEAM SPIRIT. EXCELLENT AND EFFICIENT COMMUNICATOR IN A TRULY GLOBAL ENVIRONMENT.
- PROVEN & EXTENSIVE NETWORK OF RELATIONSHIPS BOTH INSIDE AND OUTSIDE THE COMPANY
- ENERGETIC, WITH A LOT OF PASSION AND DRIVE.
- PROACTIVE CONFLICT MANAGER, FINDING CONSTRUCTIVE WAYS TO SOLVE ISSUES.
- STRONG CLEAR GLOBAL PERSPECTIVE

## **TECHNICAL SKILLS AND COMPETENCES**

- WINDOWS
- MICROSOFT OFFICE
- MICROSOFT PROJECT
- MATHCAD, MATLAB
- SOLAR PV
- AUTOCAD
- PVSOL
- PVGIS

**ARTISTIC SKILLS  
AND COMPETENCES**

- READING OF ITALIAN AND FOREIGN FICTIONS AND SCIENTIFIC ESSAYS.
- FOOTBALL PLAYING IN LOCAL TEAM.
- SAXOPHONE BLOWING.

**DRIVING LICENCE(S)**

- A & B LICENSE