**A person in a suit with his arms crossed

AI-generated content may be incorrect.Andrea Pagnini**

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**Summary**

Confident and accomplished Executive experienced in providing strategic direction with business/financial acumen and particular attention to customer satisfaction. Project management, engineering, product planning and business development background for a hands-on operational management, target and deliverable driven. Analytical and empathetic behavior for an effective team management with quick response during crisis/escalation. Global cross functional MNC experience for a pragmatic governance approval, coordinating and aligning different functions/stakeholders.

**Skills**

Business: Leadership – Governance Approval – Financial Acumen – Business Development – Problem Solving – Risk Management

Technology: Powertrain – Vehicle – Fuel Cell – Engineering – Project Management – Product Planning – Research & Development

**Professional Experience**

**Hytekocean Fuel Cell** Dubai, UAE

**Vice President Business Development** 10/2021 – Present

* Develop MENA region sales B2G and B2B, create project management in matrix to lead initiatives
* Signed LOI with 4 European, 4 Middle Eastern and 2 Asian MNCs, MOU for Joint-Venture in UAE and in Egypt
* Forecast revenue 110% of target through 2 products sub-systems localized
* Released 3 years product Long Range Plan with positive NPV business case
* Approved business plan for expansion in UAE and Singapore

**NWTN Motors** Dubai, UAE

**Senior Vice President Technology & Innovation** 01/2024 – 08/2024

* Establish roadmap, business plan, product planning, ensure launch readiness and localization
* Established Project Management to lead and control timing, cost, headcount development, manufacturing, sourcing
* Resolution of 2 major field issues without recall campaign
* Identified and secured 1 Chinese global OEM to co-develop a new top-hat based on a common NEV platform

**Stellantis** Shanghai, China

**Senior Director Project Management & Powertrain** 05/2018 – 10/2021

* Lead China Jeep vehicle projects from concept to EOP, with all functions reporting in matrix
* Lead APAC Powertrain to secure launch readiness, field issue resolution and localization
* Launched 2nd generation Jeep Cherokee, 3rd generation Jeep Compass, 2nd generation Jeep Gran Commander
* CapEx -12% transferring tasks to China and introducing an hourly based budgetary tool during quote
* Resolution of 6 major field and 1 launch issues without recall campaign
* Yearly updated and released 5 years Vehicle and Powertrain Long Range Plan

**AVL List** Shanghai, China

**Director Mechanical Development & Test Factory** 09/2014 – 05/2018

* Lead China Tech Centers with focus on electrification projects developed locally, minimizing Global HQ support
* CapEx -30% through better usage of local test labs and enhanced quotation transparency
* Enhanced Project Management organization to coordinate in matrix all functions from RFQ
* Premium German OEM project transferred from Shanghai to Tianjin without timing impact and CapEx -9%
* Launched 3 gasoline engines, 2 transmissions, 23 special projects, obtained operational independency from Global HQ
* Released 10 years Test Factory high technology equipment Long Range Plan

**VM Motori** Ferrara, Italy

**Validation Manager** 12/2010 – 09/2014

* Reshape Durability department organization, test lab, procedure, operations, headcount to increase profitability
* Initiated 24/7 operations, previously 16/5, with headcount +10%, same CapEx, efficiency increase from 27% to 88%
* Annual profitability +240% with -75% attrition rate decentralizing responsibilities and duties
* Launched 29 diesel engines, updated 18 EHS procedures

**Development Leader** 12/2007 – 12/2010

* Develop 1st V6 engine, lead all passenger car development projects with target to reduce Time To Market by 15%
* Launched 1st V6 engine without field issues 2 years after SOP
* Released 49 development procedures for V6 engine
* Initiated 16/5 operations, previously 8/5, with same headcount, CapEx -13%

**Development Engineer** 08/2005 - 12/2007

* Develop a passenger car, from functional testing to hardware development of system – subsystem – component
* Launched 1st global diesel engine for a Mainstream German OEM
* CapEx -7% empowering test lab operator to produce the initial R&D test report
* Modified test labs to increase operating range of engines from 50kW – 150kW to 50kW – 400kW

**Beta Motor** Florence, Italy

**Development Engineer** 12/2003 - 08/2005

* Develop 1st 4-stroke racing engine, benchmark KTM – Honda engines hardware
* Launched 1st generation 4-stroke racing engine
* Reverse engineering of existing test labs to upgrade operations from 2-stroke to 4-stroke engine

**Education**

University of Florence Italy

Engineering Master’s degree 09/2002 – 04/2005

**Languages**

English – Fluent Italian – Native French – Basic