

Curriculum vitae

LUIGI FIATO

EMBA Luiss Business School

PERSONAL INFORMATION



Work: 20th Floor, Metrobank Plaza, No. 1160, Yan An Road West - 200052 SHANGHAI - CHINA

工作地点: 锐纳 (上海) 工业技术有限公司 长宁区延安西路1160号首信银都大厦

Resident: Shanghai, 505, building No.1, 178, Hongqiao Road - Qingzhijie Garden

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Born In Italy on 1976-08-25

Status: Married

Proactive, Result Driven, Insightful & Entrepreneurial leader with 20+ years of experiences | Developing Strategies, People, Potentialities & Ideas | Candidate Non-Executive Director

Multicultural Experience on Operational and Commercial Activities in the following streams: ESG, Technological Enablers, Decarbonization, Sustainability, Hydrogen, Open Innovation, Agile Organization, New Materials and Technologies.

Born in Certification and moved to **G-ATIC (Global Assurance Testing Inspection Certification)**.

Drive risk and performance management process to ensure reliable supply of products and services.

Industry Expertise: Consumer Markets, Industrial, Social Impact, Sustainability, Healthcare & Life Sciences, Professional & Technology Services, Technology, Disruptive Innovators, Organization & Culture, Diversity, Equity, and Inclusion.

Institutional Roles:

- Vice-Coordinator of the Energy and Environmental Protection Working Group (EEPWG) of the Italian Chamber of Commerce in China
- Member of the Energy Working Group of the European Chamber of Commerce in China

WORK EXPERIENCE

01/10/2021 PRESENT

Actual Position

Executive Director, RINA Industry APAC

Based in Shanghai, PRC

Managing Director of:

RINA INDUSTRY INNOVATION & TECHNOLOGY (SHANGHAI) Co., LTD

Focused on Start-up a spinoff company of RINA Consulting S.p.A. and RINA CSM (Centro Sviluppo Materiali) contributing with operational and commercial strategies for the performance of Industry in RINA APAC.

Main Targets & Achievements:

- Position RINA as local Player on the main strategic stream I've identified and connected to the key services.
- Evaluation of the Market and definition of a new strategy for 2023-2025.
- **Order Intake:** >4 M Euro of Order Intake from zero
- **Headcount:** 85 Resources

01/01/2021 – 30/09/2021

Director

International Certification Business Development

Based in Rome, Italy

Created the International Sales Organization through reshaping the actual Certification Business Line

Leading the role of the International commercial development, supporting the certification business development in defining the commercial strategies to promote and to develop the BU business

Main achievements:

- **Technical:** Support on development of the new services and Value proposition related to new markets (USA, South America, Spain, Portugal, Romania, Poland, USA. Path of career created in Indonesia, South Korea, Romania, Spain, Check Republic, Brazil and USA.

- **Order Intake:** 10 M Euro of Order Intake / 7 M Euro Target
- **Headcount:** 40 Resources
- **RINA Strategic Positioning:** Megatrends of Sustainability and Food Services and positioned RINA Main streams related to ESG Services.

01/01/2018–31/12/2020

Director
RINA ASIA Region Certification, Transport & Infrastructure
Based in Shanghai, China

Managing Director of:
 RINA Hong Kong Branch
 RINA Shanghai Quality Certification
 RINA Shanghai Quality Technical Service

Responsible of the local Region ASIA, for Certification, Product Services and Railway safety assessments.

Main Countries: Peoples Republic of China, Hong Kong, Taiwan, Singapore, Malaysia, Indonesia, Thailand, India, Vietnam, Cambodia.

Main achievements:

- **Technical:** Standalone structure, Application Review, Decision Making, New business stream on Welding-NDT, Local Sales Team, Path of career created in Greater China, Malaysia, Indonesia, and India. RINA China Leader of the market for ISCC, Biofuel, FSC Certification. RINA India leader of the local market on SA 8000 and Social audits.
- **Revenues:** Around 7 M Euro of Organic growing from 0,5 M Euro
- **Headcount:** 120 Resources
- **RINA Strategic Positioning:** I've followed the megatrend of Sustainability and positioned RINA Main streams related to ESG Services

01/06/2017–31/12/2017

Manager
South East Italy Energy and Product
Based in Viggiano – Italy

Responsible of the local office for Technical and Commercial activities related to Oil & Gas, Energy, Product Certification Expediting in Oil & Gas, Inspection, Vendor List, PED, ASME, Lifting Inspection. Managing of jobs related to ENI and TOTAL. Risk Management on behalf Drilling and delivery of Tec Resources.

Legal representative and “**Dirigente Preposto**” for legal aspect related to workers in Health and Safety 81/2008 in Oil & Gas Drilling and refinery.

Operational managing of **400 On Premises Employees** related to D. Lgs 624/96 in Oil & Gas Sector, Drilling and refinery in **ENI DIME** and **TOTAL Temparossa (the biggest oil & gas resource of South Europe)**.

Main achievements:

- **Technical:** Created a local office where are involved RINA Services and RINA Consulting to give the local services to ENI and TOTAL.
- **Revenues:**
 - **Managed:** 10 M Euro
 - **Developed:** 2.5 M Euro Organic growing
- **Headcount:** 450 Resources

01/01/2016–31/05/2017

Certification Manager Middle East and North Africa
Based in Dubai – UAE

Responsible of the main offices based in UAE for Certification Activities

Dubai Certification

Abu Dhabi Set up of the JV In Abu Dhabi TRBA.

Qatar, Accreditation to Civil Defence for Governmental Inspections

Tunis M&A and Start-up of LAB-21 involved on Food and Sustainability related tests

- **Headcount:** 180 People

01/01/2013–31/12/2015

Certification Manager
Venice & Bologna Offices

RINA Services S.p.A.

Responsible of the local office for Technical and Commercial activities related to Certification and Product.

01/09/2006-31/12/2013

Lead Auditor and Trainer
Venice & Bologna Offices

9001, 45001 (18001), 13485, IRIS, 22000, 28000, HALAL, CE Mark medical device, ISO 31000 Risk Management, D.Lgs 231.

01/07/2002–31/08/2006

Free Lance Advisory Italy and Abroad
Based in Bologna – Italy

Managing Director and consulting activities in Organizational management systems. Italy and Abroad on the following fields: Automotive, Aerospace, Food, Manufacturing, Oil & Gas

KEY TOPIC EXPERIENCES

Knowledge on Operational and Commercial

- Risk Management and preparation of a Guideline related to ISO 31000 & COSO
- Accountant and fiscal aspects in Italy, Asia Region and Middle East
- Resource Management
- Strategic Planning
- Italian D. Lgs 231 Anticorruption Law participating to main important projects
- Anti-Bribery and Anti-Corruption Law (China, HK, Taiwan, Indonesia, Singapore, Malaysia, Vietnam, Cambodia)
- Multi Country Skill
- Main Qualification in Auditing ad DM: 9001, IIATF-16949, Tools Automotive, ISO 45001, ISO 13485, ISO 20121, ISO 39001, ISO 29990, ISO/TS 22163 (IRIS), ISO 29001, EML (Halal Certification), ISO 37001.

EDUCATION AND TRAINING

2022	Attend to Financial Times ASIA, NON-EXECUTIVE Director Diploma
2021-2022	Executive MBA LUISS Business School
01/01/2001–30/06/2002	PhD In Organization and management Systems – IFOA & Parma University
01/09/1996–01/12/2001	Degree in Agrarian Science in field of Economics – Mediterranean University of Reggio Calabria

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C1		C1	C1
French	A2	A2	A1	A1	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages