

# Roberto MINELLA

## *Curriculum Vitae*



Born 1966 in Turin, Italy. Married, three children.

Italian citizenship and mother language

Fluent in English, French and Portuguese; basic German.

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### PROFILE

Over 20 years' experience in automotive components, covering executive roles in:

- General Management
- Purchasing, all commodities
- R&D, Engineering and Program Management

Wide range product competence, from Electronics and software to mechanical components

Development and management of international and multi-cultural organizations, with experience in merging and integrating teams and processes.

Main achievements:

- ✓ Restructuring and re-launching the Shock Absorbers business line
- ✓ First automotive open source Linux infotainment system (BMW, 2013)
- ✓ Integration of separate structures into one global Purchasing organization serving all business lines, with sourcing teams in India and China
- ✓ Supply chain crisis management (electronic components shortage in 2010, Japan quake in 2011) assuring full production continuity to FCA, PSA and VW
- ✓ Development and launch of the first Magneti Marelli integrated navigation, media and communication system in the years 1999-2000

### PROFESSIONAL RECORD

2013 – Present **CEO**

#### **Magneti Marelli Shock Absorbers**

- Turnover above 300M€ with over 4,000 employees
- Headquartered in São Paulo, Brazil, with 7 plants in Brazil, Poland, USA, India, China.
- Over 30 million parts produced every year
- Market leader in Latin America with the *Cofap* brand.

Main achievements:

- ✓ Industrial restructuring in Brazil, reverting heritage inefficiency while absorbing the 30% drop of local automotive market; production transfer and factory merger; modernization of production and logistic processes, renovated management team.
- ✓ Deployment of *WCM* program to "bronze" level and ERP migration to *SAP*.
- ✓ Building a leadership Team and a product strategy to expand business out of Brazil.
- ✓ Turn-around of US plant, bringing it back in the main Customers' bid lists.
- ✓ Wining the first relevant non-FCA program in Europe; 3x growth of order portfolio in China, with local and global Customers.

Currently appointed as Board member of:

- Zhejiang Wanxiang Magneti Marelli Shock Absorbers Co.Ltd., China (Vice-Chairman)  
a 50% JV with Wanxiang Qianchao, Hangzhou, China
- Magneti Marelli Shock Absorbers (India) Private Limited  
a 50% JV with Samvardhana Motherson International, Pune, India
- Magneti Marelli Of Tennessee, LLC
- Magneti Marelli North America, Inc., Delaware

2012 – 2013     **COO**

**Magneti Marelli Infotainment & Telematics**

- 340 M€ yearly turnover and quickly growing (+75% 2013 vs. 2011)
- 500 employees and 300 contractors in Italy, France, Germany, USA, China and India.
- Increasingly complex development of dedicated hardware with both proprietary and open software platforms which integrate self-developed, third party and open source modules.
- OE customers including FCA, PSA, BMW, Daimler, Paccar; aftermarket B2B products

Main achievements:

- ✓ Development and production launch of the first automotive on-board infotainment system based on open source Linux (for BMW customer).
- ✓ Opening high-skill engineering centers for multimedia software in Munich and Sophia Antipolis (France)

2007 – 2012     **Senior Vice President, Purchasing**

**Magneti Marelli**

- Worldwide 470 people organization in Europe (Italy, Germany, France, Spain and Eastern Europe), Brazil, China, North America and India.
- Purchase yearly turnover of 2,4 Billion Euro for direct materials and 1 Billion Euro for CapEx and Services
- Reporting to the CEO, member of Magneti Marelli Executive Council, with functional reporting to the Head of Purchasing of FCA (former FIAT) Group.
- 2007 to 2010 covering also interim Purchasing VP position for one Business Line (Powertrain, Automotive Lighting).

Main achievements:

- ✓ Integration of 7 independent structures into one global organization as a matrix of Commodities, Project Sourcing, Suppliers Quality and Plant Procurement
- ✓ Development of India and China global sourcing teams with full local staffing for both low-cost export sourcing and localization to support business rapid growth.
- ✓ Yearly saving performances averaging over 4% in 2009 and 2010 corresponding to more than euro 80M of yearly profit impact.
- ✓ Supply chain crisis management of electronic components shortage (2010) and Japan quake (2011) assuring production continuity of FCA, PSA and VW Groups

- 2009 – 2010     **Purchasing VP and Magneti Marelli Purchasing SVP**  
**Magneti Marelli Automotive Lighting – Reutlingen (Germany)**  
*World leader for automotive front and rear lamps*
- 1 Billion Euro purchasing turnover, 14 plants in Europe, Mexico, Brazil, China, Malaysia
  - 180 people organized in one corporate sourcing team in Germany and 14 local teams working at plant level worldwide
- 2007 – 2008     **Purchasing VP and Magneti Marelli Purchasing SVP**  
**Magneti Marelli Powertrain – Bologna (Italy)**  
*Components and systems for engine and transmission control*
- Over 400 M€ purchasing turnover with 7 plants in Europe, USA, Brazil and China
  - 70 people team, in Europe and overseas
- 2001 - 2006     **Program Manager** Telematics Systems
- 1998 - 2001     **Project Leader**, R&D  
**Magneti Marelli Electronics Systems – Turin area (Italy)**  
*Electronics modules, instrument clusters and infotainment systems*
- ✓ 20-months program to develop from green field and launch on *the Alfa Romeo147* the first Magneti Marelli infotainment system (navigation, GSM, radio and CD player)
- 1994 - 1997     **R&D Testing Manager**  
**VALEO Thermal Systems– Turin area (Italy)**  
*Automotive components, Climate Control and Engine Cooling division.*
- 1992 - 1994     **Design Engineer**  
**EICAS Automazione– Turin (Italy)**  
*Digital controls and systems automation design*

## **EDUCATION**

Degree in Electronics Engineering from Polytechnic of Turin, 1992 (110/110)

FCA (former FIAT) Group

2006     FIAT EXECUTIVE TRAINING PROGRAM

EIPM – European Institute of Purchasing Management, Archamps, France

2007     PURCHASING MANAGER

2008     Selected MBA Modules

University of Chicago – BOOTH School of Business

2011     MERGERS AND ACQUISITIONS

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March 1<sup>st</sup>, 2016

