

Emanuele Castagno

Manager at RINA Group - Business Line Manager at Polaris - Unit Manager at D'Appolonia

emanuele.castagno@gmail.com

Summary

My name is Emanuele Castagno and I'm a Manager at RINA Group.

RINA (1861) is a global Corporation serving Clients worldwide offering consulting & engineering, testing, inspection and certification.

Through its network of companies, the RINA Group has 163 offices in 57 countries, >2500 direct employees, a turnover of 294 M Euro (year 2013) +4% regarding 2012 and an EBITDA pairs to approximately 37,2 M Euros (+6%).

Consulting & Engineering services within RINA are provided by D'Appolonia S.p.A and Polaris S.r.l.

I'm in charge of a D'Appolonia Unit and of a Polaris Business Line: Engineering for R&D.

We aid companies in developing their products or services through our engineering consulting for these industries:

- # Aerospace
- # Automotive
- # Defence
- # Electronics
- # Medical Devices
- # Power Generation
- # Railways
- # Space
- # Telecoms

I have spent the last 18+ years as a Business Development Leader driving and continuously improving businesses, managing projects, building high performing teams, fostering relationships, analyzing data, optimizing vendor management, increasing sales, providing management and engineering client services and forming new ideas.

Working as the Director of Business Development at Altran Italia for 9 years, I have implemented growth strategies and directed expansion into new markets that deliver results.

My extensive experience working at Altran Italia has provided the foundation of the management philosophy

that I still use today. I am proud of my role in increasing the revenue of engineering consulting services to €19.5 Million.

I create a culture of excellence that motivates, rewards and supports employees to provide a superior level of client service. Whether I am a seller of engineering consulting services, people or ideas, what sets me apart is integrity, teamwork, superior customer service and my ability to attract and engage people.

I'm looking for the best engineers to achieve high-tech challenges , connect with me.

Experience

Manager at RINA Group

March 2013 - Present (1 year 6 months)

1 recommendation available upon request

Italian Writer at Amazon, Apple

2011 - Present (3 years)

Business Unit Manager at Altran Italia S.p.A.

January 2012 - February 2013 (1 year 2 months)

Management position with accountability on unit profit & loss, business and resource management. In charge of Electronic industry line. I'm involved in the strategic development of the company and contribute to the promotion of transversal key offers.

Branch Manager - Key Account Manager at Altran Italia

March 2008 - February 2013 (5 years)

Engineering and Information Technology Consulting, TEM (Telecommunications, Electronics and Media) Division.

In charge of local (Genoa) business development and branch. Key Account Manager for Sky Italia, RCS Media Group and Ericsson Telecommunications (R&D).

1 recommendation available upon request

Branch & Business Manager at ISL ALTRAN GROUP

March 2004 - March 2008 (4 years 1 month)

I'm in charge of ISL-ALTRAN Branch Office in Genoa and in Milan. My short term target is Business Development in North Italy and coaching of young managers.

6 recommendations available upon request

Technical Project Manager at A.T. Kearney

December 2001 - February 2004 (2 years 3 months)

Project Manager e-Business Development in TLC industries:

Main Projects:

Technical Project Management activities in a 3G Mobile Operator (H3G S.p.A.).New UMTS Product

development. Person in charge of development of one of the most strategic multimedia products:
#Videogoal#. Management and front-end activities with internal functions like Products & Services and Marketing and external content providers (multimedia contents).

Quality Manager:

Person in charge for quality certification process for A.T. Kearney APP&Tech (UNI EN ISO 9001)
1 recommendation available upon request

Project Manager & Business Consultant at Framfab S.p.A

January 2001 - December 2001 (1 year)

Project Manager in ICT & multi-utility industries:

New Enel.it Internet Portal strategy, business model definition and master plan
New Enel.it Internet Portal Development

Business Consultant in multi-utility field:

Support to Public Administration from IT companies.(Enel.it)
E-health a new business model (Enel.it)
SpeedPost, Internet B2B Portal feasibility

CEO at FSC Consulting

January 1996 - December 2000 (5 years)

Information Technology/Internet Consulting Company with system integration capabilities.
CEO and technical/commercial person in charge of mobile and Internet Projects.

Main Internet and Mobile Projects:

Project and implementation patented system for the management incentives for the recycling of materials with PDA # Ecoimpresa s.r.l..
Project and implementation of Sales Force Automation System with PDA with system integration activities
To.Bi Catering s.r.l.

Languages

English

(Full professional proficiency)

Italian

(Native or bilingual proficiency)

Publications

Gestisci il tuo tempo con GTD® e l'iPad® - Nuova Edizione

Emanuele Castagno December 15, 2012

Authors: Emanuele Castagno

La prima edizione di questo libro ha venduto più di 20.000 copie.

L'obiettivo di questo libro è di proporre, delle linee guida per trasformare l'iPad in uno strumento di supporto al lavoro quotidiano del manager o di chiunque voglia utilizzarlo per attività professionali.

I contenuti nascono dall'esperienza di utilizzo quotidiano dell'iPad, fin dalla sua comparsa sul mercato, come strumento professionale ed in particolare per la gestione del tempo.

I consigli e le best practice nascono da oltre quindici anni di esperienza sulle tecniche di gestione del tempo ed in particolare della metodologia Getting Things Done© di David Allen.

La selezione delle applicazioni opportune del mondo iPad, MacOS, Microsoft Windows e Web, permette di aumentare la propria efficienza ed efficacia nella gestione del tempo.

Grazie agli apprezzamenti ricevuti e alle richieste di approfondimento è disponibile una Nuova Edizione ricca di contenuti multimediali grazie alle nuove funzionalità di iBooks.

Alla prima edizione sono stati aggiunti nuovi capitoli sull'utilizzo delle mappe mentali con l'iPad e sulla gestione di documenti Microsoft Office.

Tutti i capitoli sono stati aggiornati e ampliati.

L'iPad per l'ufficio: lavora con i tuoi documenti Microsoft Office

Apple - iBookstore November 29, 2012

Authors: Emanuele Castagno

L'obiettivo di questo libro è di proporre un ritorno diretto di esperienza dell'utilizzo delle più diffuse soluzioni per iPad per gestire documenti Microsoft Office al fine di identificare la soluzione migliore attraverso:

187 pagine

144 immagini grafiche

9 immagini interattive

6 filmati

43 gallerie di immagini

Per realizzare questo libro sono stati necessari 10 mesi di lavoro.

Nel mondo ci sono più di 500 milioni di installazioni di Microsoft Office e secondo gli analisti di Gartner nel 2011 la quota di mercato di questa suite era del 94%. Il livello di diffusione è tale che diventa indispensabile poter redigere o modificare documenti appartenenti alla suite Microsoft Office anche sul nostro iPad se desideriamo utilizzare quest'ultimo in ambito professionale o semplicemente se abbiamo la necessità di leggere e modificare documenti Microsoft Word, PowerPoint o Excel.

Come per i personal computer l'accesso a documenti Microsoft Office può avvenire tramite applicazioni

realizzate ad hoc o tramite servizi cloud che rendono fruibile su iPad l'ultima versione della suite Microsoft Office che siamo abituati ad usare nel mondo PC o Mac. Ma quale è la soluzione ideale per le nostre esigenze? La risposta l'avrete da questo libro.

Time Management with GTD and iPad

Apple January 5, 2012

Authors: Emanuele Castagno

The objective of this application is to propose, through an ebook of over one hundred pages, illustrated by a self-assessment survey, guidelines for transforming the iPad into a tool to support the daily work of managers or anyone who wants to use it for professional activities.

The contents of this application are the result of experience in the everyday use of an iPad, since it became available on the market, as a business tool, especially for time management.

The advice and best practices come from more than fifteen years of experience in time management techniques, and in particular the David Allen's Getting Things Done methodology©.

The selection of appropriate iPad, MacOS, Microsoft Windows and Web applications are designed to increase their efficiency and effectiveness for time management

Gestisci il tuo tempo con GTD® e l'iPad®

Apple November 16, 2011

Authors: Emanuele Castagno

L'obiettivo di questo libro è di proporre, delle linee guida per trasformare l'iPad in uno strumento di supporto al lavoro quotidiano del manager o di chiunque voglia utilizzarlo per attività professionali. I contenuti nascono dall'esperienza di utilizzo quotidiano dell'iPad, fin dalla sua comparsa sul mercato, come strumento professionale ed in particolare per la gestione del tempo. I consigli e le best practice nascono da oltre quindici anni di esperienza sulle tecniche di gestione del tempo ed in particolare della metodologia Getting Things Done© di David Allen. La selezione delle applicazioni opportune del mondo iPad, MacOS, Microsoft Windows e Web, permette di aumentare la propria efficienza ed efficacia nella gestione del tempo. Il libro è ricco di collegamenti esterni per approfondire i contenuti stessi ed accedere direttamente alle risorse citate.

Skills & Expertise

Negoziation	(Advanced, 16 years experience)
Time Management	(Expert, 16 years experience)
Business Development	(Expert, 16 years experience)
Communications & Presentation	(Advanced, 16 years experience)
Key Account Management	
Branch Management	
Business Management	
Business Strategy	

New Business Development
Management
Presentations
Strategy
Telecommunications
Mobile Devices
Team Leadership
International Sales
Project Planning
Project Management
Start-ups
Competitive Analysis
Engineering
Leadership
Marketing
Product Development
Business Planning
Business Analysis

Education

Università di Ingegneria Elettronica Genova
100, Electronic Engineering, 1992 - 1997

Liceo Scientifico Leonardo Da Vinci Genova
Maturità Scientifica, 1986 - 1991
Grade: 48/60

Honors and Awards

Altran Growth Award 2008 (Better progress among invoiced consultants)

Interests

writing, sailing, snowboarding, motorcicle, squash, reading, cinema, hi-tech, travelling, web marketing, gtd

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9 people have recommended Emanuele

"Emanuele is an effective and objective-driven manager. Working with him was both a pleasure and an inspiration for me: the perfect boss!"

— **Nicholas Robaudo**, *Project Expert, D'Appolonia*, reported to Emanuele at RINA Group

"Emanuele is a professional and efficient manager. Always smiling, He as a master in time management and human resources gestion."

— **Giordano Pinarello**, *Energy Division Deputy Director, ALTRAN Italia S.p.A.*, worked directly with Emanuele at Altran Italia

"Emanuele is an excellent manager, always ready to give his support with effective solutions. It has been really nice to work with him in a comfortable yet highly motivating environment."

— **Cristiano Gherzi**, *Consultant, ISL - Altran*, reported to Emanuele at ISL ALTRAN GROUP

"An autonomous, curious and hard working manager, Emanuele has developed business in a difficult geographical area. His energy and strong self motivation allowed him to bridge gaps and accept challenges. Nice person to work with."

— **Jean Pierre Blaison**, *Human Resources Director, ALTRAN*, managed Emanuele indirectly at ISL ALTRAN GROUP

"Emanuele is a very committed project oriented guy, with strong entrepreneurial approach. Good colleague, nice person to work with"

— **Federico Bilardi**, was Emanuele's client

"Emanuele is an autonomous, objective oriented, business manager / team leader. He has a genuine entrepreneurial spirit which has allowed him to launch a new office and start from scratch a development activity with success in North Italy. In addition, he has good interpersonal skills, strong personal values and good sense. Work with him is a real pleasure."

— **Christophe Antonicelli**, managed Emanuele at I.S.L. Ingegneria dei Sistemi Logistici - ALTRAN GROUP

"He was highly responsive to italian home market changes and our consequent business lines lining up. A very smart and driven BM, highly recommended!"

— **Valerio Marra**, worked indirectly for Emanuele at I.S.L. Ingegneria dei Sistemi Logistici - ALTRAN GROUP

"Very impressive work!"

— **Luca Pisotti**, was with another company when working with Emanuele at I.S.L. Ingegneria dei Sistemi Logistici - ALTRAN GROUP

"Emanuele is a very committed project oriented guy, with strong entrepreneurial approach. Good colleague, nice person to work with"

— **Nicola Meniconi**, *Senior Consultant / PM, EDS Consulting Services (formerly ATKearney Applications&Technology)*, worked with Emanuele at A.T. Kearney

[Contact Emanuele on LinkedIn](#)