

**EUROPEAN
CURRICULUM VITAE
FORMAT**



PERSONAL INFORMATION

Name **Unali Stefano**
Address
Telephone
E-mail
Nationality **Italy**
Date of birth **24 November 1979**

WORK EXPERIENCE

- Dates (from – to) **October 2012 until today**
- Name and address of employer **Cummins Italy**
- Type of business or sector **Commercial and pleasure marine engines.**
- Occupation or position held **Sales manager for Recreational and commercial marine engines and Onan generators for south Europe**
- Main activities and responsibilities **Sales managers for marine engines and generators for pleasure and commercial application for the Italian, Slovenia and Croatia area. Main activities: Market research for new customer, project evaluation with the customer and relative issue of the quotation, payment terms evaluation with locally investigation and insurance credit limit companies. Dealer development with sales and training information. Internal job organization with colleagues for application, service and order administrator. Warehouse organization based on the orders intake and supply chain results. Regular financial purchase forecast and sales forecast with regular monthly meeting with the European general manager. Quarter, annual and long-term forecast base on the market evaluation and results.**
- Dates (from – to) **January 2011 until October 2012**
- Name and address of employer **CMD – Cummins Mercury diesel**
- Type of business or sector **Commercial and pleasure marine engines.**
- Occupation or position held **After-sales e service manager**
- Main activities and responsibilities **After-sales manager and technical support for the propulsion engines packages for pleasure and commercial application, for the European market**

and Africa, for the main OEM's. Trainer for marine Volkswagen engines, Zeus systems and Axis systems for the distributor in Europe.

- Dates (from – to) **April 2006 until December 2010**
- Name and address of employer **Saim Spa - Milan**
- Type of business or sector **Commercial marine applications**
- Occupation or position held **Sales representative, Service manager and after sales activities**
- Main activities and responsibilities

From April 2006 until August 2007 as Service Manager, for main propulsion (marine engines, water jets, surface system) installed on commercial and pleasure application for all the Italian boat builder.

From 2007 I had the Sales Manager role for marine propulsion for the area of Center and South of Italy for all the propulsion.

On the same period I followed the sales and technical assistance for the company for all its products (generators, bow and stern thruster, winches, fins stabilizations, underwater lights, gearboxes, control mounts, muffler) for all the Italian shipyard.

I follow also the commercial and technical activities with the supplier (from Italy, America, New Zealand and other country)

EDUCATION AND TRAINING

- Dates (from – to) **2000 - 2005**
- Name and type of organization providing education and training **University on Naval Engineering of Genova**
Degree Thesis: Project and verify on Bulk Carrier Lpp = 230m
- Dates (from – to) **From 2007 until 2012**
- Name and type of organization providing education and training **Certificate of Threshold**
Wall Street Institute (English school)
- Dates (from – to) **2003**
- Name and type of organization providing education and training **Training for safe at work and interaction with people at the Engineering University of Genova**

	Understanding				Spoken				Written	
	Listening	Reading			Interaction	Generation				
MOTHER TONGUE	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced
OTHER LANGUAGES	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced
Autorizzo al trattamento dei miei dati personali in conformità alla legge D. lgs. 30.06.2003 n.196/03										
	A1	Basis	-	-	-	-	-	-	-	-
	A1	Basis	-	-	A1	Basis	-	-	-	-

English
French
German
Spanish

SOCIAL SKILLS AND COMPETENCES	My personal background and my personal life style permit to have a very friendly and simple approach with the people that move around me during my activities. With a simple but professional mode to speak I can work in a teamwork creating good relation between each other.
ORGANISATIONAL SKILLS AND COMPETENCES	My actual job permit me to increase my capacity to organize the job activities diving on base on the skill capacity of the people that work with me. Excellent problem solving capacity Excellent interaction with the supplier and the customer (from the main director to the end user). Warehouse organization consider the market condition permit to have the first answer on depend of the market demand.
TECHNICAL SKILLS AND COMPETENCES	Knowledge of the electrical, mechanical, hydraulic and oil dynamics systems with practice in the past permit to have a simple understanding of the technical issue. Installation experience of the marine engines, stern/bow thruster, fins stabilizations, gyros stabilization system, under water lights, throttle command system, propulsion with water jets, surface system, standard propulsion (with stern drive or propeller) winches, air ventilation system.
DRIVING LICENSE(S)	A,B Licenses



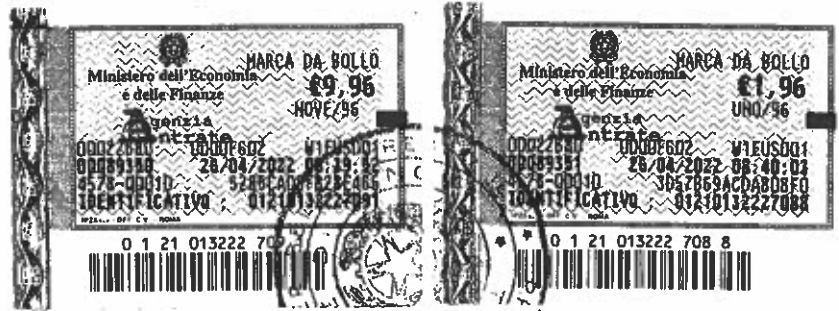
Ministero della Giustizia

Sistema Informativo del Casellario Certificato del Casellario Giudiziale (ART. 24 D.P.R. 14/11/2002 N.313)

CERTIFICATO NUMERO: 8443/2022/R

Al nome di:

Cognome **UNALI**
Nome **STEFANO**
Data di nascita **24/11/1979**
Luogo di Nascita **GENOVA (GE) - ITALIA**
Sesso **M**



sulla richiesta di: **INTERESSATO**
per uso: **RIDUZIONE DELLA META' DELL'IMPOSTA DI BOLLO E DIRITTI PER ESSERE ESIBITO IN OCCASIONE DI CANDIDATURA ELETTORALE (ART. 1 COMMA 14 LEGGE 3/2019)**

Si attesta che nella Banca dati del Casellario giudiziale risulta:

NULLA

ESTRATTO DA: CASELLARIO GIUDIZIALE - PROCURA DELLA REPUBBLICA PRESSO IL TRIBUNALE DI GENOVA

GENOVA, 26/04/2022 09:24



IL RESPONSABILE DEL SERVIZIO CERTIFICATIVO

IL FUNZIONARIO GIUDIZIARIO
Dot.ssa Assunta DI ROSA

Il presente certificato non può essere prodotto agli organi della pubblica amministrazione o ai privati gestori di pubblici servizi della Repubblica Italiana (art. 40 D.P.R. 28 dicembre 2000, n. 445), fatta salva l'ipotesi in cui sia prodotto nei procedimenti disciplinati dalle norme sull'immigrazione (d.lgs. 25 luglio 1998, n. 286). Il certificato è valido se presentato alle autorità amministrative straniere.

**** AVVERTENZA ****

del casellario giudiziale - (ART. 24 D.P.R. 14/11/2002 N.313) - al nome di:

Cognome UNALI	Nome STEFANO	Luogo di Nascita GENOVA	Data di nascita 24/11/1979	Sesso M	Paternità MARIO	Codice Fiscale NLUSFN79S24D969J
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Si attesta che nella Banca dati del Casellario Europeo NULLA risulta.