

## NICCOLO' ROSSETTI

Date & Place of birth: 06th Jan 1977 – Address.

Mob: +39

email:

### PROFESSIONAL EXPERIENCES

#### ERG POWER GENERATION S.p.a.

##### **03/2015 – in course COUNTRY MANAGER EAST EUROPE**

*Poland, Romania and Bulgaria*

- Managing Director / Board Member of EW Orneta Sp. z o.o. – Hydro Inwestycje Sp z o.o. – Blachy Przynski Energia Sp. z o.o.
- Business Operation & Technical management, offices representative (8 employees), operations supervisor for under construction and under development wind farms (250MW)
- Budget and P&L monitoring ( Bdg'18 – EBITDA 13 mln €/yr)
- International Sales (Energy sales volumes 30 Mln€/yr, PPA & CPA) and Supply Contracts negotiation (Saving 2017 - 700 k€);
- Business development, market analysis and financial modeling;
- Comprehensive knowledge of East European markets and networks;

#### ERG SUPPLY & TRADING S.P.A. (ERG REFINING & TRADING S.P.A. UP TO 31.12.2013 )

##### **01/2013 – 04/2016 OIL CHARTERING MANAGER**

*Genoa (Italy)*

- Chartering/Freight contract spot and term negotiations, oil crude and products (vessel sizes: Handy, MR, LR, Aframax and SuezMax, StS) (Freight Saving 2015: 2Mln\$ vs market Benchmark);
- Vessel management, voyage planning and costs evaluating (bunker evaluation, port expenses);
- Chartering operation, direct communication with trading desk, stowage plan evaluation, ship-agent appointing, shipment following up and routine communications until file closed (laytime analysis) – responsible for accurate daily documents recording – liaison with trading, refineries, clients and third parties;
- FFA: derivatives instruments for hedging freight volatility;
- Market analysis, Maintaining network relationships with international suppliers and scouting new suppliers opportunities.

#### ERG SUPPLY & TRADING S.P.A. (ERG REFINING & TRADING S.P.A. UP TO 31.12.2013 )

##### **11/2011 – 12/2012 LOGISTIC BUSINESS DEVELOPMENT** *Genoa (Italy)*

- Business Development in trading, shipping and logistic assets: feasibility studies, investment and financial modeling (5-50 M\$), Working Capital analysis, market analysis/scenario and member of steering committee for investment proposals.

#### ERG SUPPLY & TRADING S.P.A. (ERG REFINING & TRADING S.P.A. UP TO 31.12.2013 )

##### **01/2010 – 10/2011 REFINING ANALYST**

*Genoa & Syracuse (Italy)*

- Refining Performance Analyst (grades competence, technical material balance analysis, supply-budgeting and deviation analysis); Linear Programming RPMS modeling.

#### ERG SUPPLY & TRADING S.P.A. (ERG REFINING & TRADING S.P.A. UP TO 31.12.2013 )

##### **06/2007 – 12/2009 LOGISTIC AND TRADING OPERATION**

*Genoa & Syracuse (Italy)*

- Offshore and Ashore logistic operation/coordination between refinery, trading office, inventory stocks levels and third parties;
- Compulsory Stock Holding Obligation trader;
- Feedstocks planning, supply & trading, L/C negotiation, shipping operations, vetting relations, inventory stocks monitoring, agent appointment, invoicing, term contract management between Refinery and Petchem Industries and third parties (trading Companies).

#### EVERGREEN ITALY S.P.A. AS GENERAL AGENT OF EVERGREEN MARINE CORP. & HATSU MARINE LTD

##### **01/2005 –6/2007: FREIGHT & LOGISTIC SALES REPRESENTATIVE**

*Genoa, Leghorn, Milan, Taranto (Italy)*



- Export/Import sales representative/negotiation for Far East – ISC – Australia – Middle East – North Europe – USA markets (avg volume per year 700 TEUs);
- Customers' performance and competitors' market reporting to HQ pricing center;
- Ocean/Road/Train Freight negotiation;
- Trucks planning and coordination;
- Dangerous goods, OOG and Cargo Claims management;
- Contractual liaising with Marine/Rail Terminals;
- Annual Budget, Budgeting and KPI definition;

### **03/2003 –12/2004: OPERATION CUSTOMER SERVICE**

Genoa (Italy)

- Processes analyst: optimization on internal and external reporting system (with Italian terminals) with a reduction of 30% on waste of time and 25% on costs;
- Customer service manager (Booking & operations).

### **GREEN LOGISTICS S.R.L. + CONSULTING AT (TIESCO S.P.A.)**

### **2/2002 – 2/2003: OPERATION AND LOGISTIC ASSISTANT**

Genoa, Milan (Italy)

- Import and export container truck management (truck service brokerage);
- Trucks daily planning
- Consulting: Research & Development on Urban & City Logistic cases through logistic platform planning; European financial scouting & project financing analysis;

### **EUROPA BEACH RESORT AND RESTAURANT**

### **05/1996 – 10/2002: CHEF ASSISTANT**

Forte dei Marmi, LU, (Italy)

- Chef Assistant: starters, first courses and second courses (Meet & Fish) preparation

### **MAIN COUNTRIES I WORKED WITH**

Italy, UK, USA, Greece, The Netherlands, Denmark, Poland, Romania, Bulgaria, Taiwan and China

### **EDUCATION AND TRAINING**

**1997 – 2002:** University of Maritime Economics, Graduation degree in Maritime Business

### **Other Experience & Skills**

**2017:** 7 Habits of Highly Efficient people

**2014- in course:** Lecturer at University of Maritime Economics: "Oil & Shipping Supply Chain and Tanker Shipping"

**2014:** Lloyd maritime Academy: Certificate in Chartering Manager

**2014:** Marexspectrum (LDN): FFA market operator course

**2006:** Associazione Italo-Britannica: Cambridge Advanced English Certification

**2006-2007:** Assoagenti (Genoa) & Institute Charterer Shipbrokers (London): "Shipping introduction"

**2003-2006:** Lpm Consulting courses: "Shipping Direct Taxes", "Ship's Agent", "Logistic and Supply Chain management"

**1999-2000:** SIG-2 (Special Interest Group on Ports & Maritime) entrepreneur; "Shipping course" sponsored by Genoa Propeller Club.

**Languages:** Italian (native); English (Fluent); Spanish (sufficient); French (sufficient).

**IT:** Windows, Office suite (Word, Excel, Power Point), RMPS (Honeywell's Refinery and Petrochemical Modeling System)

**Licenses:** Driving license type "A" and "B" since 1996 – Lifeguard License since Jan 1997.

**Hobbies:** Food, Wine and Cookery (Food & Wine tasting), Professional Culinary schools, Wine/Beer and Cookery Courses. Tennis, skiing, charity services & travelling abroad.

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*Niccolò Rossetti*



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Mob: +39 348 389 15 63 – email: [niccolo.rossetti@gmail.com](mailto:niccolo.rossetti@gmail.com) - [www.linkedin.com/in/niccolò-rossetti-b279738](http://www.linkedin.com/in/niccolò-rossetti-b279738)

### **PROFESSIONAL EXPERIENCES**

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