

LUCIO BASSO

Curriculum Vitae

PERSONAL DATA

Education degree: Technical degree for ship builders "Nautico San Giorgio Institute"

Languages: English –Proficient User C1 (Common European Framework)
Italian – Native language

Computer skills: Microsoft Office (Word, Excel, Outlook, Power Point) - Internet

Professional Courses: 2002 – *FROSIO* – Norwegian Professional Council for Education and Certification of Inspectors for Surfaces Treatment
Certified Coating Inspector Level III #2374
2013 – *NACE* International – *Certified Coating Inspector Level 3 #44116*
2017 – *Icorr* Institute – *Certified Fireproofing Inspector Level 2 #C7288*

2009 - 2021: Trainer at the *FROSIO* professional courses held at the University of Genoa.

PRESENT POSITION

Sherwin Williams Italy s.r.l. - Protective & Marine Coatings *2016 May - present*
Technical Service Italy & South East Europe EMEA – Protective Coatings
Project Development

Sherwin Williams is the largest multinational company in the world operating in the coatings market, including powder coatings for the industrial market. Since the Protective & Marine Coating Division was not present in the Italian market until April 2016 and the local organization is obviously still small, my responsibilities are quite broad:

- Developing long term relationships with major accounts-engineering and oil companies
- Achieving project-specific and/or general vendor approval(s) of the companies' PC products with major engineering and oil companies.
- Coordinating and expediting high service levels for major accounts, including frequent visits, quick responses to queries, and providing up to date quality marketing data and technical information
- Supporting and assisting the sales department in the introduction of the Sherwin Williams products to the new customers by attending field applications, including trials and reference areas
- Inspecting coating applications in Italy and abroad

PREVIOUS EXPERIENCE

PPG Italia Sales & Services s.r.l.

2011 - 2015

Project Manager EMEA – Protective Coatings

PPG is a multinational Company with premises all over the world operating in various fields, including producing protective coatings for the industrial market. Within the Protective Coating Division as Project Manager my main tasks were as follows:

- Developing long term relationships with major accounts-engineering and oil companies
- Identifying sales opportunities and the sales potential of the allocated accounts
- Achieving project-specific and /or general vendor approval(s) of the companies' PC products with major engineering and oil companies
- Supporting and assisting when required in the introduction and launching of new PC products to the market, including field attendance of application trials and reference areas
- Identifying, developing, and maximizing new and existing business opportunities for sales of PC products.
- Coordinating and expediting high service levels for major accounts, including frequent visits, quick responses to queries, and providing up to date quality marketing data and technical information
- Inspecting coating applications of the main projects assigned to PPG in Italy and abroad

Freelance Consultant

2008 - 2011

My large experience in the field led me to carry on the following activities:

- Attending High Performance Coating Application
- Checking and verifying possible causes of claims or complaints of coating failures
- Occasionally cooperating with the PPG R&D Amsterdam to test the new products and their application procedures, carrying on tests and controls on the treated surfaces.
- Training and updating of personnel on new products and procedures
- Trainer at the FROSIO professional courses held at the University of Genoa.
- Frequent international, worldwide work-related travel

Petrol Lavori

2007

Technical Director

Petrol Lavori is one of the most important Italian Companies of services within naval and industrial coatings and industrial drains. As Technical Director I dealt with:

- Management of personnel
- Checking of technical specifications
- Controlling costs and revenue of each order
- Quality control
- P.R. with customers and clients, including the most important worldwide shipowners
- Taking care of all claims
- Frequent travel in Italy and abroad

Sigma Coatings Italy
Field Technical Services Manager

1995 – 2007

Sigma Coatings is a multi-national company with premises all over the world operating in the coating field, producing protective coatings for marine and industrial application. Within this company—as the technical manager responsible for the Marine and Protective Coating Division—my main tasks were:

- Managing direction of all technicians
- Monitoring and approving costs relevant to personnel
- Overseeing the budget of operational costs
- Supplying figures to the commercial department for bids on technical basis
- Purchasing of technical instruments
- Claims handling - establishing the responsibilities and causes of damages
- Customer care after guarantee expiry

My job led me frequently around Italy and all over the world. The technicians of my team stayed at the sites until the job had been fully performed, and I paid visits on a regular basis to coordinate, check, and build strong and fruitful relationships with the shipowners and other people involved.

Free-lance consultant

1993 - 1995

I started as Technician at sites, following interesting projects within the coating field on behalf of the most important coating producing companies. As the sole approved and authorized technician in Italy by Sigma Coatings Holland BV, I followed cargo tank-coating projects, ballast tank-coating and product tank-coating. I monitored progress of the works and end-guarantee surveys.

BREDA S.r.l.

1989 – 1993

Quality Control Technician

I began my experience in the protective coatings field working as quality control technician on an oil platform, and then in the same role, I was sent for long periods at new-building sites both in Italy and abroad.

Independent Selling Agent

1984 - 1989

As an exclusive selling agent for large companies such as Gruppo Botto, I covered the northwest area of Italy, selling industrial yarns, wool, and marine sportswear to wholesale dealers and retailers.

I allow my personal data to be processed as per Italian Law 675/96.

Genoa, Jan. 14th, 2021