



Gianni Maja

Address: Largo Boccaccio 43 10132 Torino (Italy)

Phone: +393351287470

Email: gianni.maja@gmail.com LinkedIn: it.linkedin.com/in/giannimaja

Senior Facility Manager / Project Manager (CFM IFMA - Stanford CPM)

Over 14 years career development in support to operations, real estate, facilities and project management in Hi Tech multinational semiconductor companies - **Agilent Technologies** and **Avago Technologies**

PROFILE

A recognized result oriented leader offering a broad base experience in workplace solutions and semicon and mechanical technology encompassing real estate facility engineering and project management, vendor management, support to operations, accounting, EHS and statutory compliance.

Documented track records of operational excellence, planning and execution of large restructuring initiatives with breakthrough savings, support to M&A initiatives, skills and tenacity to negotiate best terms from vendors, contractors and landlords. Influential team leadership and proven ability to work well as a team player with all level of business stakeholders.

SPECIALTIES

- Real Estate and Property management
- Management and monitoring of service contracts
- Long experience in Maintenance Management CBM RBM and recovery from aging infrastructures
- Definition of performance optimization strategies developing inspection and audit plans, analysis and control of SLA KPI KRA KPA, added value and value for money reviews
- People and team management
- Negotiation and supplier agreement management
- Project management and PMO (planning monitoring and control)
- Strategic/Operational Planning (SPR / AOP / Forecast of OPEX / CAPEX and Restructuring initiatives)
- Organizational Innovation and Deployment
- Improvement strategies and workplace solutions management
- Requirements management
- Plans for new allocations and fit out
- Integration of sites and groups (M&A)
- Outsourcing/Offshoring
- Benchmarking and market scouting
- Risk mitigation and property loss management
- Energy saving programs
- Business Continuity Assurance/Disaster Recovery
- Environment Health Safety and Security
- Oracle Enterprise Applications and IT office tools
- CMMS BMS AutoCAD
- ISO 9001, 14001

EXPERIENCE

3/2017 – present

Consultant at **Casappa SpA**

Revenue: €90 ML, employees: 600 Components for oleo dynamic circuits

Improvement of mechanical maintenance, security and sustainability of waste management.

Re-engineering of manufacturing services to improve productivity

11/2016 – 2/2017 **Dussmann Service srl**

Revenue: €402 ML, Employees: 14000. German Corporation Facility Service provider

Facility Manager

Start up of Philip Morris IFM project

Lecturer of professional courses

May 2015 – Present

IFMA Cluster Italy (Milan Rome)

- Managing Real Estate portfolio (IFMA catalog course)
- Measuring performances and Customer Satisfaction in Facility Management (IFMA catalog course)
- Maintenance of building and its installations: PM failure modes and related costs (course designed for BNP Paribas group)

2015

Project commissioned by Fastweb - Review and completion of PM associated to Fastweb FM contract for full alignment and consistency with local legislations and standard codes. (UNI CEI CTI)

2016

Project commissioned by Philip Morris International: support to the release of documents for a IFM tender including hard and soft services and being worth 9,5 M€/year

Work Place Services / EHS Manager Europe

Dec 2005 – Dec 2014 (9 years)

Avago Technologies

Revenue: 2520 ML USD ref 2013 Employees: 8500. US Corporation operating in semiconductor device market

Sole WPS representative over multiple R&D, manufacturing and office locations in Europe with unshared responsibility on functional results.

Services managed in a fully outsourced model leveraging on key vendors selected in agreement with Business Managers on local market for each site with the aim of optimizing cost and quality. The role was primarily of planning and coordination of such complex structure with a strong leadership to drive all parts to deliverables and results.

Key achievements:

- Executed large restructuring programs with shutdown of 10 Sales offices in various Countries (Italy, Spain, Sweden, Finland, UK, Ireland, France, Russia, Germany)
- Downsized to half size the two main European sites at Boeblingen and Regensburg
- Built up new R&D sites at Munich and Vienna including semicon labs
- Supported the acquisition of Eltra SpA with two manufacturing sites in Italy and Slovakia and of two R&D groups from Infineon in Germany
- Reduced unit rent by 28% at Turin and by 60% at Regensburg sites (industrial facilities)
- Saved 9% per year on service and maintenance contracts through negotiation and process review while improving the performances vs KPI
- Led the decommissioning of Turin laser manufacturing site and the moving of-equipment to US
- Negotiated the termination of Turin site lease contract cutting most of contractual liability and saving 1.5 ML\$
- Managed projects for large recovery from aging of lab and building infrastructures
- Negotiated a FM contract with Cofely GDFSuez in full compliance with IFMA contractual standards: the contract got IFMA certification as “outstanding FM contract”

Work Place Services / EHS Manager Italy

Nov 2000 – Nov 2005 (5 years)

Agilent Technologies

Revenue: 5100 ML USD ref 2005 employees 27000. US Corporation operating in biotechnology, products life science and chemical analysis products

Till mid 2004 headed a team of 15 employees to provide 6 locations with work place services. Following the implementation of a worldwide IFM contract managed the downsizing and the transfer of the team to JCI IFM- In the new service delivery model the role was of focal contact point between all Business stakeholders and the FM Account Manager and his organization to make the project successful.

Key achievements:

- Built up two new cleanrooms with installation of physical chemical reactors
- Shutdown Napoli and Padua sites and relocated Rome site achieving a 30% reduction on operational expenses of Italian sites
- Decommissioned Brescia plant for silica on silicon devices R&D and manufacturing
- Relocated Turin laser manufacturing site saving 25% of operational costs

Head of Technology Department at metal sheet forming factory

Oct 1998 – Oct 2000 (2 years)

FIAT AUTO SpA

Revenue: 24100 ML\$ ref 1999 Employees: 82553. Car manufacturer

Led a Department of 32 technical employees and 140 maintenance technicians.

Key achievements:

Outsourcing to key contractors of

- material handling to and from pressing lines and inward and outward the operating unit
- maintenance and repair of lines tools dies and service plants
- cataphoretic painting of car parts

Various Engineering, Manufacturing and Management Roles

Jan 1987 -Sept 1998 (12 years)

FIAT AUTO SpA

EDUCATION

Bachelor of secondary schools (classical studies) – 1981

Degree in Chemical Engineering with full marks – 1986 at Politecnico di Torino

IFMA CFM course at LEORON Professional Development Institute of Dubai

QUALIFICATIONS

Licensed Fire Safety Officer granted by Italian Ministry of the Interior - 2006

Qualified Responsible of Prevention and Protection Service - 2007

Certified Project Manager by Stanford University Center of Professional Development (SCPM – 2016)

Certified Facility Manager by IFMA (CFM – 2016)

LANGUAGES

English: fluent

Italian: native tongue

French: comprehension

German: notions

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