

Alessandro PORTA

Nationality: Italian
Place of birth: Como (Italy)
Date of birth: 20.04.1980



CONTACT INFORMATION

Address: Via Cervino, 1
22070 Grandate (CO) Italy
Phone: +39 031 45 02 96
Mobile phone: +39 347 27 19 403
e-mail: alessandro.porta@gmail.com

WORK EXPERIENCE

- Johnson Controls** Italy
(June 2017 – present)
Operation Manager BMS, Italy:
- Responsible for the execution of BMS business (Installation and Service)
 - Managing, coaching and leading an organization of 50+ people
- Johnson Controls** Italy
(May 2016 – June 2017)
Branch Manager, Service Italy:
- Responsible for strategy and P&L of Italian Service Branch (BMS, HVAC, Industrial Refrigeration)
 - Managing, coaching and leading an organization of 80+ people (Sales, Operations, Management Control)
- Comodepur** Italy
(February 2013 – June 2017)
Member of the Board of Directors
- Johnson Controls** Italy
(October 2013 – April 2016)
Sales Manager, Service Italy:
- Responsible for Italian Service sales budget (BMS & HVAC)
 - Managing, coaching and leading a sales team of 13 people
 - Strategic development of the Italian market through the use of sales programs, methods and tools
 - Speaker at several events and conferences on energy efficiency
- Johnson Controls** Italy
(March 2011 – September 2013)
Sales Executive Energy Efficiency, Systems & Service:
- Introducing a new value proposition in Italy, aimed at reducing the energy consumption and carbon emissions of buildings through new contractual and financial models (EPC – Energy Performance Contracting)
 - Managing high level relationships with customers, partners, government organizations and NGO's in order to enhance image and awareness
 - Leveraging internal relationships & knowledge to create bundled solutions and provide higher value to customers
- Milano Energia** Italy
(March 2009 – February 2011)
Sales Manager:
- Account management & Business development
 - Creation and implementation of marketing and business plans
 - Team management (3 people)
 - Creation of a network of sales facilitators
- Milano Energia** Italy
(November 2006 – March 2009)
Sales Representative. Business development in energy market:
- Thermal systems / boilers / cogeneration and trigeneration
 - Renewables (photovoltaic and hot water solar systems)
 - Energy Supply Contracts (ESC) & District heating

GPO Ingeniería Design Engineer in the Department of Hydraulics:
Spain
(September 2005 – November 2006)

- Design of water channels, pipes, pump systems and waste water treatment plants
- Hydraulic and hydrogeologic simulations, road drainage

Teaching activities Trainer on energy efficiency, sustainability and waste water treatment:

- “Italian ESCos: legislation, perspectives and operating methods” at Order of Engineers and Architects of Prato (Italy, 2013)
- 3rd edition of “Master in Sustainability” at UNESCO Chair, Universitat Politècnica de Catalunya (Spain, 2005)
- course “Design, building and maintenance of natural plants for waste water treatment” at Chamber of Commerce of Valls, Tarragona (Spain, 2004)

ACADEMIC EDUCATION

July 2005 Degree in Environmental Engineering at Politecnico di Milano (Italy).
Final grade: 100/100 *cum laude*.

October 2004 – June 2005 Deployment of graduation thesis at Universitat Politècnica de Catalunya (Spain).

July 1999 High school leaving certificate at Liceo Scientifico Giovio, Como (Italy).

FURTHER EDUCATION AND QUALIFICATIONS

2016 Re-Thinking the business, Cognitive Bias, Speak to Inspire, Leading Change

2015 iLead People Advanced; Value Selling

2014 iLead People Essential; Sales Management

2013 Presentation Skills; Finance for non Financials; SPIN Selling

2012 Supervising for Success; Manager as a Coach

2011 Target Account Selling (TAS); Project Financing for Energy Efficiency

2010 Sales Management course at SDA Bocconi (Italy)

February 2008 Licensed as Lombardy Region Building Energy Certifier (DGR VIII/5773)

May 2006 Enrolled in Italian Engineers Register

LANGUAGES

ITALIAN Mother Tongue

ENGLISH Very good (British Institute course, level C1)

SPANISH Excellent (DELE certification, “superior” level)

FRENCH Basic

CATALAN Very good

COMPUTER SKILLS

WINDOWS Office, Project, Photoshop, C++, SPSS, Flash MX, SMIS

DESIGN SOFTWARE CENED, EdiClima, CasaClima, PAN, AutoCAD, Microstation, MDT, HEC-1, HEC-RAS, HEC-HMS, EPANET, Flowmaster, Cropwat, Groundwater Vistas, Surfer, SAP2000, Presto, TCQ

OTHER INFORMATION

Further abroad experiences:

- 4th year of university studies as Erasmus student at Universitat Politècnica de Catalunya (Spain)
- 4 language courses in English-speaking countries

Further work experiences during university studies:

- Technician in a laboratory of Environmental Engineering
- Attendant in a cinema

Other activities:

- Member of the Jury of the "Concept and Design Competition" for the retrofit of Pregnana Milanese Town Hall as an expert in energy efficiency (2008)
- 3 years as a volunteer of Red Cross
- 4 years as an actor in a non-professional theatre company
- 2 years as a volunteer of "Engineers Without Borders"

Hobbies and sports:

- Reading, music (playing guitar, sax), travelling
- Swimming, skiing, running, tennis, basketball, climbing, golf

Driving license type A and B.

FOR ITALIAN PROCEDURES: "Autorizzo la comunicazione e il trattamento dei dati personali ai sensi del Dlgs 196/2003"