

BARBARA FAGIOLI

PERSONAL INFORMATION



Address **VIALE PIAVE ,16 - 20129 MILANO**
Phone **+39 02 76 02 14 06**
Mobile phone **+39 346 09 59 162**
E-mail Barbara.fagioli@lightview.it
Nationality *Italian*
Date of birth *8th September 1971*

HIGHLIGHTS

Deep experience in service delivery processes – mainly in Facility Management market - gained over almost 25 years of working in multinational and local companies.

Through BPR (business process reengineering) and Project management techniques (PMP® international standards) I help those organizations which want to become more efficient and modern. I support them to implement transformation processes, that affect performance.

I've been working also on specific strategic projects – as PM - within innovation and digitalization and Corporate Social Responsibility (CSR)

SKILLS: services management, project management including tailor-made training.

BUSINESS SECTOR: services companies

CURRENT EXPERIENCE

11/2018 TILL NOW

FREELANCE

Main works carried out:

- Drafting of tender documents for facility management services
- Supporting on drawing value propositions as response to facility management tenders
- Facility management consulting to improve efficiency of buildings
- Trainer in project management according to PMI (project management institute) standards

Project management on specific project:

- o Facility management and IoT
- o Implementation of CMMS (computerized maintenance management system)
- o Design and drafting of offering documents (both technical and economic) aimed at innovating and standardizing the “value proposition” of facility management tender
- o CSR projects
- o Design of business processes concerning the facility services

Main Contractors: private companies both domestic and multinational

PREVIOUS EXPERIENCES

06/2014 TILL 2018

FSI SRL

Head of Marketing and Proposal Engineering Dept for FSI srl , specialized in Facility &Energy Management and General Contracting for Private Customers.

10/2011 – 06/2014

CEG FACILITY SRL

Sales Manager for Ceg Facility srl, specialized in Facility Management activities for Private Customers. The position consisted of having the responsibility of Customers (Portfolio) and developing new business in Italy.

09/2007–07/2011

SIRAM SPA

Account Manager - Strategic FM Contracts – for Siram Spa, which is part of Veolia, an International French company. Siram is the Italian leader in Facility and energy services. My position consists of managing Customer Portfolio and developing new business for Strategic Private Customers

SIRAM SPA

Account Manager North Area – FM Department –

My position consisted of managing Customer Portfolio and developing new business for Northern Italy Areas

BARBARA FAGIOLI

01/2005–09/2007	HONEYWELL TECHNICAL SERVICES SRL (Owned Honeywell) Technical Manager for Honeywell technical services, specialized in Facility Management and General contracting.
06/2003 - 12/2004	SINERGICA SPA Operation Manager Facility Management department for “Synergic@ S.p.A.”
07/2000 - 05/2003	ASTRIM SPA Project Manager for Astrim Spa – Facility Management and General Contracting Company.
06/1998-06/2000	ASTRIM SPA <ul style="list-style-type: none">• Quality Manager (ISO9001):• IT Manager• Safety Manager (according with D.lgs 81/08)
05/1997 - 05/1998	SEMA GROUP SPA Business Analyst , specialized in Cost Accounting process
02/1997 - 05/1997	3M ITALIA SPA Stage directed towards Quality Certification achievement ISO9002

EDUCATION AND TRAINING

2020	PMP® Certification (NUMBER 2771481)
1997	Qualifying examination for engineer (number MI19304)
1990-1996	Degree in Management Engineering at Politecnico di Milano. Thesis discussed “vibration tests on centrifugal pumps for Military ships”
1985-1990	Liceo Scientifico at “Istituto Maria Immacolata” of Milano

SPECIALIZATION COURSES

2021	Project Management – programmazione e definizione risorse secondo gli standard PMI
2020	Dal Bonus casa al Superbonus 110%
2019	Certification process - PMP-PMI
2019	Industria 4.0
2019	Energy performance contract
2019	La contabilizzazione calore e la ripartizione dei consumi
2017	Graphic and Design (photoshop, Illustrator, indesign...)
2016	D.Lgs 50/2016 – Public Works Contract
2011	Finance and Cost control
2010	Italian law in Public Contracts
2006	People Management (in Brussell)
2006	The Law number 10/91 and energetic certification at the “Ordine degli ingegneri” of Milan;
2005	Public Speaking; Project
2004	anagement;
2002	Project Financing at the “Bocconi” university (SDA);
2001	Marketing in the Real Estate market at the “Bocconi” university (SDA);
2000	Project management technique at the education centre of Il Sole 24 ore. “Access”,
2000	Galgano Informatica, Milano;
1999	Quality systems Evaluators – ISO9000 and related qualification exam at Certification Centre CSQ;
1999	Vision 2000 at Certification Centre IMQ;
1998	Advanced course for Prevention and Safety in working places (D.lgs. 81/08)

OTHER LANGUAGES

ENGLISH
FLUENT - Many years of studies in Italy, UK and USA

BARBARA FAGIOLI

COMPUTER SKILLS

Excelent knowledge of the following programs:

- Office: Word, Excel, PowerPoint, Access ;
- Graphics programs (Adobe - photoshop, Illustrator, Indesign)
- Project

ADDITIONAL INFORMATION

Speaker in workshops at Facility Management conventions.

Writer of Facility Management articles on specialized magazines

From July 2022 member of the council of "*Ordine degli Ingegneri della Provincia di Milano*"

I authorize the use of my personal data according to Legislative Decree 196/ 2003

Date: 15th August 2022