

daniele pistorio

EDUCATION

1998 - ITIS GALILEO GALILEI (ITALY) - INDUSTRIAL TECHNICAL INSTITUTE OF TANNING CHEMISTRY
Technical High School Diploma, vote 50/60

2001 - UNIVERSITY OF PADUA (ITALY) - FACULTY OF CHEMICAL ENGINEERING

Chemical Engineering - Specialization in Tanning Chemistry and Chemistry of Materials, vote 108/110

PROFESSIONAL EXPERIENCE

2001-2013 ▪ RND AND PROD. MANAGER ▪ GENERAL MANAGER ▪ TANNERIES TRIS AND NCP (ITALY)

In 2000, two years before finishing my university studies, I started working at a large Italian tanning company (Tris tannery), as head of research and development of materials and articles. Given the skills acquired, in 2007 I was entrusted with the role of technical supervisor in a bigger company and in this period I learned a lot about how to manage and organize the work of a company, RnD and production.

In NCP tannery as general manager and commercial manager. The company needed a complete reorganization and to regain customer trust. I worked in this company for four years and, thanks to the support of all the staff, I was able to completely reorganize the company, to recover production and also to regain the trust of many customers. Today the company, know-how and knowledge have all been acquired by a very large Italian industrial group and still in business and has been transformed into a fashion materials brand.

In the following years, I began to receive several requests for collaboration from companies producing materials (especial leather and imitation of leather), both from customers I had met (leather goods companies, shoe factories), both by competing companies. I was very happy and at the end of 2013, I decided to work as a freelancer to be able to respond to the requests of all the companies that requested my help. Today I continue to work as a consultant and freelance.

JANUARY 2014 –TODAY ▪ FREELANCE CONSULTANT

Since Since 2014, I have been working as a consultant. I have worked for tanning companies, companies that produce materials that imitate leather and for companies that produce footwear and leather goods.

My first customers were Italian tanning companies, which needed help in the development of various leather articles and in the reorganization of the production processes. In 2016, I met the Indonesian group PT Karyamitra Budisentosa-PT Karya Idaman Bersama. This industrial group produces footwear and bags for large European brands (Geox, Cavalli, Jummy Choo, Diesel, Rucoline, Bruel, Celine and many others). I dealt with the quality control of the materials for shoes and bags they purchased in Europe (accessories, various materials, leather, fabrics, imitations of leather). This group also owns a company that produces leather and PU-PVC leather (PT Sayung Adhimukti) and has requested my help in the development of many articles for footwear and bags.

It was a very beautiful and enthusiastic period of work, during which I was introduced to the production processes of footwear and bags. I organized meetings and lessons to educate their workers on how to use leather and imitation of leather in the production of artifacts and which characteristics to request from manufacturing companies. I also taught them the basic processes of shoe finishing for shoes and bags. The results were good, because I still have friendships and esteem with the workers and managers of these companies. Another important milestone was the fact of having satisfied the request of the President of the group to convert the production of the tannery (which was different from the requests of their customers for footwear and leather goods) into production for luxury gloves. In one year, together with the tannery staff, we were able to reformulate the processes and production cycles and find the best suppliers for this category of articles. The results have been remarkable because we have managed to reduce the annual costs of this company by approximately 40%, and the sales staff have been able to reposition it competitively on the market. Today this company continues to produce leather for luxury gloves and still improves its knowledge about leather for shoes.

Autorizzo il trattamento dei dati personali contenuti nel presente curriculum vitae ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 e del GDPR (Regolamento UE 2016/679). Autorizzo altresì la pubblicazione del presente curriculum vitae nella sezione Società Trasparente del sito web di Medio Chiampo S.p.a.

In 2019 I moved to Vietnam as a production manager and consultant for some local companies (Rostaing Tannery and Coronet Vietnam). I help these companies in the reorganization of production and in the development of leather articles for footwear and leather goods.

TECHNICAL SKILLS

I am a technician and an engineer, and I have always specialized in the definition and control of the production processes of leathers. I am expert in the management and control of all the different production departments of the tanneries and in the production planning of the companies that produce PU and PVC leather.

Since I started working at the NCP tannery, I have learned to define and always pay close attention to the calculation of production costs. Today this awareness has become one of my great strengths.

During the period of work in Asia, for near 10 years, I learned to know the manufacturing processes of footwear and leather goods and to set the characteristics of the materials (leather, PU and PVC) according to the specific requests that came from the RnD centers (leathers and materials with certain technological resistances, leathers and stretch materials, leathers and cheap materials, and much more).

LANGUAGE SKILLS

- Italian (mother tongue).
- English, oral and written knowledge of intermediate level.

COMPUTER SKILLS

Excellent knowledge of the most common programs of the Office package (Word, Excel, Access, Outlook, Internet Explorer) and good knowledge of the lesser known ones (Access, Power Point, Publisher, Vision).

Good knowledge of the most common management and administrative programs and software for daily work.

KNOWLEDGE AND OTHER SKILLS

I am enrolled in the CSN - Center for Studies on Italian Negotiation of Bergamo - since 2014, where I have studied negotiation methods and techniques. I learned to deal with difficult customers, avoiding conflicts and convincing them to become not only customers but also real active partners of the tannery.

In 2020 I successfully completed the Google Digital Training course - Fundamentals of digital marketing - to expand my communication skills and leather's marketing strategies through the web.

I specialize in the active control of production processes and also in the calculation of production costs and one of my strengths is to be able to work together with the department technicians, focusing not only on the goal to be achieved but also on the path that leads to greater cost and quality advantages.

Many times I collaborate with Italian and foreign magazines dealing with chemistry and material production and you can find a lot of material by visiting my linkedin profile: <https://www.linkedin.com/in/daniele-pistorio-6a960a46/>

I have worked in different parts of the world (Europe, Asia, Africa, South America) and I have always established good relationships with almost all the people I met, respecting them and respecting their culture. I am able to build excellent personal relationships with people and I love to build and lead work teams to achieve one or more objectives, enhancing the skills of each component.

INTERESTS AND HOBBIES

I am a sporty guy, I like to run and practice many sports in my free time (football, squash). Sport helps me to release tension, however I also love practicing yoga because it helps me to relax, reflect and find solutions.

From 2010 to 2019, I was president and player of a sports association that now participates in national championships. This experience has taught me, even more, to lead groups of people and to bring out the best in each of them to reach a common goal. When I am in Italy, I like to spend my weekends volunteering in some local associations (kennels and assistance to people in need).