

Europass Curriculum Vitae

Personal information

Surname(s) / First name(s) **Matteo Paiato**
Address(es) Shanghai Tan Huayuan Zi Zia Road Lane No.199 Apt. 9-1001
Telephone(s) Mobile +86 136 61541388
E-mail mpaiato@gmail.com
Nationality Italian
Date of birth 13/08/1973
Gender Male
Other Married, wife of Chinese Nationality, with two children

Work experience

Dates July 2008 – Present - SHANGHAI
Occupation or position held General Manager
Main activities and responsibilities

- Establishment of the company, Green Field Project
- Selection and recruitment of the Management
- Purchase and installation of all the Machines and equipments
- Production Startup
- Production Localization
- Establishment of the Quality System Certified by TUV ISO9001-2008
- Supply Chain
- Budget, P/L, Finance reporting to the Head Quarter
- Cost Control
- New Investments plan and implementation

Name and address of employer Shanghai Orlandi Heat Exchangers Co. Ltd – Shanghai Qingpu Industrial Zone, Xin Yuan Road No.1111 Factory B
Type of business or sector Manufacturing of Aluminum Heat Exchangers for Heavy duty engines (construction Machines, Excavators, Bulldozers, fork lift, Diesel Power Generators, Compressors) – 60 employees
NOTES I took the company to Break-even within the first year of operation. The company will undertake a second stage of investments during 2011 to double the actual production capacity.

Dates October 2006 – July 2008 - SHANGHAI
Occupation or position held Consultant for Italian Clients
Main activities and responsibilities

- Market Analysis,
- Strategic consultancy
- Director of the Board of Dadi Encon (JV where I supported the start-up for 2 years)
- Projects Management
- Marketing activities
- Establishment of Italian WOFEs in China

Name and address of employer Starwires Company Limited
Type of business or sector Consulting Firm.

Dates November 2004 – October 2006 - HANGZHOU
Occupation or position held Vice General Manager

Main activities and responsibilities	<ul style="list-style-type: none"> • Coordination of all the activities related to the production localization and technology transfer • Technical Support to the sales activities • Supervision of the production • Management of the international technology partners (USA, Netherlands, Germany, Italy) • Company organization • Assistant of the President • Director of the Board
Name and address of employer	Dadi Encon Environmental Equipment Co.Ltd. Qiaosi, Yuhang District, ZIP 311101 Hangzhou, Zhejiang, P.R.China
Type of business or sector	Equipments manufacturer, Environmental Monitoring Systems Integrator – 30 employees
Dates	July 2003 – October 2004 - BEIJING
Occupation or position held	Project Manager
Main activities and responsibilities	<p>I lead a project aimed at the establishment of a Joint Venture between an Italian Environmental Equipment manufacturer (Sartec Saras Ricerche e Tecnologie S.p.A.) and a Chinese Partners. My main responsibilities have been:</p> <ul style="list-style-type: none"> • Strategic analysis • Development of the business plan • Identification of potential partners • Negotiations and implementation of the identified strategy
Name and address of employer	A&S Pentagram Asia Consulting LTD, LI SHE Residence Apt., Bldg. B, Room 707, 17 Jianwai JianHua Nan Road, Chao Yang District, 100022 Beijing
Type of business or sector	Consulting Firm
Dates	January 2002 – July 2003 - BEIJING
Occupation or position held	Project Manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Projects Identification • Project proposal preparation • Project management • Pilot Projects Feasibility Study • Attending international meetings and seminars (World Bank, Asian Development Bank, UNDP, UNEP, UNIDO, etc) • Negotiations with local institutions • Preparation of bilateral Sino-Italian agreements relevant to the project implementation
Name and address of employer	Sino Italian Cooperation Program for Environmental Protection (Italian Ministry of the Environment and Territory) Oriental Kenzo Room 25 a,b,c,d 48 Dongzhimen Waidajie Dongcheng District Beijing P.R.China Postcode: 100027
Type of business or sector	Environmental Protection, International Cooperation, Italian Technologies Promotion
Dates	April 2000 - April 2001 - SHANGHAI
Occupation or position held	Internship
Main activities and responsibilities	Environmental Impact and Environmental Risk Assessment and ISO 14000 Environmental Standards. I participated to the projects as intern
Name and address of employer	ERM (Environmental Resources Management) Shanghai Office, Suite 2401, Harbour Ring Plaza 18 Xi Zang Zhong Road Zip. 200001
Type of business or sector	Environmental Consulting Firm

Education and training

Title of qualification awarded	Laurea in Scienze Naturali 110/110
Principal subjects/occupational skills covered	Mathematics, Physics, Chemistry, Biology, Geology, Ecology, Environmental Sciences
Name and type of organization providing education and training	Italia - Universita' degli Studi di Milano, Facolta' di Scienze Matematiche, Fisiche e Naturali
Level in national or international classification	Laurea

Personal skills and competences

Mother tongue(s)	Italian
Other language(s)	English: Excellent, Chinese: Intermediate
Social skills and competences	After more than 10 years of working experience in China I developed a strong attitude to work in multicultural environment, focusing my capacity towards the cultural mediation between Italian and Chinese members of the Project team. My aim has been always to optimize the differences combining the different approach, of the different cultures, to the problem solving process. I am fully adapted to the Chinese working environment and I am able to deeply integrate myself into it.
Organizational skills and competences	I am a motivator, able to lead a team to the results effectively and timely. I have been able to achieve many results using the human resources available in proper way or selecting suitable resources to take the project to completion.
Technical skills and competences	I am familiar with Mechanical Drawings and mechanical works process, I acquired technical background by experience and trainings on "learning by doing" basis.
Computer skills and competences	Knowledgeable in Microsoft Windows, Linux and Mac OS X Operating Systems. Advanced Use of all Microsoft Office Automation products. Extensive Use of the technology oriented to the web publishing (HTML, XHTML, CSS), Scripting languages server side (PHP e Python) and SQL relational database (MySQL, PostgreSQL).