

# Eugenia Valente

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## **PERSONAL STATEMENT and OBJECTIVE**

A focused, enthusiastic and experienced Senior Executive, with 20+ years of industry leadership experience in a variety of executive operational and P&L roles gained within blue chip aerospace manufacturing organisations and engineering companies.

Analytical in approach, embraces complexity in target driven environments, with change agent DNA. Brings an obsessive focus on continuous improvement and the elimination of activity that does not add value. A naturally contagious leadership style means that teams perform and want to learn and grow. Thrives in challenging and pressured situations, always maintaining composure and focus, a confident and reassuring presence in the leadership team. Culturally aware, accomplished at leading multi-disciplinary teams fostering an environment of inclusion and diversity. Confident in own ability to deliver result, develop effective network across all levels of the organization, leading by example and passion.

## **CAREER HISTORY**

### **January 2024 to present : Vice President, Head of Asia&ANZ Powertrain Systems FPT Business Unit, Iveco Gropu – China based ( Shanghai)**

*Our diversified business portfolio, strong presence across the full range of commercial and specialty vehicles, complete powertrain offering, and focus on advanced sustainable solutions make us a global leader in the transport and commercial vehicle industries, serving customers around the world.*

*Iveco Group employs approximately 8.000 people worldwide with annual consolidated revenues of € 4.3bn.*

- Full responsibility for the operations in Asia and ANZ for the business unit powertrain, offering solutions for specific customer missions, supporting zero-emissions / carbon-neutral transition and growing third-party business.
- Managing through a network of 1 legal entity in Shanghai and 1 Joint Venture in Chongqing, several sales branches in India, Thailand and South Korea, with strong targets to improve profitability and NWC.
- Reports to the President of Business Unit FPT Industrial, with 10 direct reports leading a team of 500+ ( including the JV in Chongqing).

### **March 2021 to December 2023 : President, Rolls-Royce Solutions China Rolls Royce Power Systems – China based ( Shanghai)**

- **Member of the Executive Committee Rolls-Royce Power System (Germany)**
- **Executive Board Member of 2 RR legal entities and 3 Chinese JVs.**

*Rolls-Royce Power Systems, a division of Rolls-Royce plc., is a world leader in engines and propulsion systems and distributed power generation plants, ranging from high-speed engines and propulsion systems for ships and heavy land, rail and defence vehicles, as well as drive systems for use in the oil and gas industry and in power generation to diesel gensets for emergency, base-load and peak-load power requirements, as well as co-generation plants for combined heat and power based on gas engines.*

*Rolls Royce Power Systems employs approximately 10.100 people worldwide with annual sales of c. € 3.3bn.*

- Full responsibility for the P&L of the Business Unit Greater China, through a network of 2 legal entities, 1 manufacturing fully owned site ( Suzhou), 4 branch offices ( Shanghai, Beijing, Shenze, Hong Kong), 3 Joint

Ventures ( Yulin, Datong, Shanghai), 5 main partners and 40+ service dealers, for annual revenues in excess of €0.5bn and strong targets to improve profitability and NWC.

- Reports to CEO of Rolls Royce Power Systems, with 12 direct reports leading a team of 500+.
- Board Member of 2 Legal entities: RRS China, RRS Hong Kong
- Vice Chairman of the 3 Joint Ventures in China Mainland.

### **November 2017 to February 2021: Vice President, Network & Distribution and Bergen**

#### **Rolls Royce Power Systems – Germany based**

##### **Chairman of the Supervisory Board Bergen Engines AS (Norway)**

- Managing world-wide distribution of all RRPS products and services, through a network of 16 subsidiaries, 55 main partners and 400+ service dealers, for annual revenues in excess of €1.5bn.
- Reports to CEO of Rolls Royce Power Systems, with 12 direct reports leading a team of 1000+.
- Key areas of delivery are Sales and Service revenues growth, ethics and compliances adherence, contract management, audit processes, talent management, steering by KPIs, strategic development in white spot areas.
- Full responsibility for the P&L of the division of medium speed engines – Bergen Engines AS - based in Norway and with 6 subsidiaries around the world, leading an additional team of 1000+. Full restructuring program successfully delivered to prepare the sell of the business, happened end of 2021.
- Chairman of the Supervisory Board of Bergen. Restructured the legal entitiz to prepare it for selling, which successfully happened at the end of 2021.
- Board Member of 6 Legal entities: RRS Italy, RRS France, RRS UK, RRS South Africa, RRS Benelux, RRS Turkey.

### **July 2015 to October 2017: Senior Director, Supply Chain, Actuation and Propeller Systems**

#### **UTC AEROSPACE SYSTEMS, UK based**

*UTC Aerospace Systems is one of the world's largest suppliers of technologically advanced aerospace and defense products. Customers include manufacturers of aircraft and helicopters, engine manufacturers and airlines. UTC Aerospace Systems employs approximately 42,000 people worldwide with annual sales of c. \$14 billion.*

- World-wide product and non-product sourcing activity managing annual spend in excess of \$0.8B USD at 15 sites across Europe, India and North America. Reports to the President of Actuation and Propeller Systems, with 11 direct reports leading a team of 150.
- Key areas of delivery are Transactional Purchasing, Delivery Assurance, Indirect Procurement, Commodity Management, Supplier Performance, New Product Introduction, Strategic Sourcing and Transfer, Business Process Management, Contract and Compliance and Data Analytics.
- Product cost reduction netting a year on year \$10M USD through standardized strategic sourcing and VE/VA activities.
- Non product procurement delivering reduction initiatives in excess of \$4M USD year over year.
- Driven supplier performance up to 95% on time delivery.
- Standardized data analysis across all 15 sites
- Invested significant time and effort into Talent Development, better aligning roles and individuals with organizational objectives, putting a multi-level succession plan in place, mentoring and coaching. A team of 150 has seen 22 internal promotions in 2016/17.

### **February 2013 to June 2015: Sales, Inventory and Operations Director, Actuation Systems**

#### **UTC AEROSPACE SYSTEMS, UK based**

*Following success of the SI and Op programme at Microtecnica, headhunted internally to introduce the program across all 15 sites of the Actuation Systems division.*

- Relocated from Italy to the UK armed with nothing more than an announcement and a new job title. Commenced implementation of this major change program with no team and resources.
- Proceeded to successfully deploy the SIOP model across 15 international sites in the face of significant internal resistance to change.
- Worked hard to demonstrate and sell the value of the change.
- Mapped the individual needs of each site, identifying gaps between current practice and the model.
- Built a new organization to support the implementation, advertising, recruiting and embedding a new team

- over a 2 ½ year period. Recruited and appointed a successor who has continued to deliver.
- Successfully built a new department that has achieved most of its objectives.

**September 2010 to January 2013: Supply Chain Director, Actuation Systems  
MICROTECNICA srl, UTC AEROSPACE SYSTEMS, Turin**

*Responsible for the Supply Chain for 3 Italian sites, including Material Management, Planning and Logistics. 5 Direct reports. Leadership of a team of 80 people.*

- Successfully implemented SIOp across the company's 3 Italian sites.
- Improved inventory terms by 0.3% year on year on an inventory of \$100m.
- Managed an inventory with a value of \$60m
- Delivery assurance including tactical procurement, supplier operations support and supplier development.

**2007 to 2010: Head of Planning and Logistics**

**MICROTECNICA srl, a HAMILTON SUNDSTRAND Company, Turin**

*Significantly enhanced efficiency, productivity and cost-effectiveness through the development, modification and integration of enhanced operating methods, processes, policies and procedures.*

- Drove an improvement in onsite delivery to the customer, achieving 95% on time delivery.
- Defined and directed project goals, objectives, critical success factors, milestone and risks.
- Collaborated with manufacturing departments in addressing and resolving assembly line shop floor limitations.

**2005 to 2007: Program Manager, Sales Area**

**MICROTECNICA srl, a HAMILTON SUNDSTRAND Company, Turin**

*Appointed to manage relationships with a number of key clients, including the company's single largest customer, a major helicopter manufacturer, Augusta Westland.*

- Built strong relationships, increasing client confidence by being available at short notice and quickly addressing challenges. Successfully built trust that created significant new business for the Division.
- Supported business strategies/objectives by developing and implementing a performance measurement system that substantially improved integration of quality, operational and financial information.
- Wrote quotations, created program plans and maintained daily customer contact.

**EARLIER CAREER**

**2005: Export Sales Manager, DRIVER ITALIA Spa**

- Responsible, along with the head of the Commercial Department, for a new commercial strategy.
- Conducted stock market analysis and research.
- Managed the Customer Service team and developed the Customer Service function.

**2003 to 2004: Marketing and Commercial Manager, PROMEA MEDICAL CENTRE Spa**

- Coordinated the Financial Division, with responsibility for the Customer Service Department.
- Developed a new marketing strategy (website, media, PR).

**2000 to 2003: Head of Film and Advertising Production Department, GRUPPO HAROLD spa  
1996 to 2000: various functions at the Production Department, Emme Produzioni srl**

**QUALIFICATIONS and PROFESSIONAL DEVELOPMENT**

**2022: Roll-Royce Development Center, PE Solution, Germany**

**2016: Global Leadership Development Program, INSEAD SINGAPORE**

**2015: ACE Certification Program - Associate Level, United Technologies Corporation**

**2012: Global Management Program, UNIVERSITA' BOCCONI DI MILANO**

**2005 to 2007: Executive MBA , Business Administration, UNIVERSITA DEGLI STUDI DI TORINO**

**1993 to 1998: Master's Degree, Geology/Chemistry sciences, UNIVERSITA DEGLI STUDI DI TORINO**

**1985 to 1990: Mathematical and Physics Science, HIGH SCHOOL TORINO**

**Operating Systems:** SAP, JDE Aerospace, Windows 95/98, Windows 2000, Win XP Pro, Mac Os 9.1.

**Languages:** **Italian** (mother tongue), **English** (fluent working proficiency, written and spoken), **French** (very good, written and spoken), **Spanish** (elementary in speaking, good understanding written and spoken), **German** ( basic, in a learning phase), Chinese (learning phase)