

# Curriculum Vitae

## Personal information

Name and Surname **Morgan Giulio Minetti**

Nationality Italian

Date of birth 23/02/1988

Gender Male

## Work experience

**Dates** 05/2022 - Present

**Occupation** **Team Leader Procurement**

**Main activities and responsibilities** Team leader for management of direct and not direct materials for Ferentino plant. I supervise a team of four people

**Name of employer** Thermo Fisher Scientific

**Type of business** Pharmaceutical Industry

**Dates** 05/2021 – 04/2022

**Occupation** **Manufacturing Planner & Customer Service Specialist**

**Main activities and responsibilities** Responsible for planning of the Sterile area in Ferentino site dedicated to our main client. Based on market coverage, orders and forecast of our entire portfolio, I have to plan the 2 months master production scheduling for the different SF codes.

My main focus is to satisfy client orders based on different factors:

- API availability
- Urgencies of the market
- Optimization of the line
- Batch campaign and holding times

Furthermore, I'm the primary point of contact for the client and I have to take care of invoicing, warehouse report, custom clearance, API delivery plan.

My line manager I always looking at monthly KPIs. The most important one is the OTIF (On time in full).

In October '21 we reached an extraordinary result equal to 91% of Client OTIF which highlighted the best result ever reached for the entire team dedicated to the specific client.

**Name of employer** Thermo Fisher Scientific

**Type of business** Pharmaceutical Industry

<b>Dates</b>	08/2019 – 04/2021
<b>Occupation</b>	<b>Senior Supply Chain &amp; Customer Service Specialist</b>
<b>Main activities and responsibilities</b>	<p>Primary point of contact for the biggest client in Ferentino plant. My core activity is to communicate batch released date for the entire product portfolio based on requested dates.</p> <p>Together with all internal stakeholder I manage customer urgencies in order to cover market demand. I have a strong customer focus and my main objective is to give the right pace to all involved depts to meet monthly targets.</p> <p>In addition, I'm POC for other three clients of our site.</p>
<b>Name of employer</b>	Thermo Fisher Scientific
<b>Type of business</b>	Pharmaceutical Industry
<b>Dates</b>	03/2019 – 07/2019
<b>Occupation</b>	<b>Manufacturing Planner</b>
<b>Main activities and responsibilities</b>	<p>Responsible for planning of the manufacturing area of Latina site.</p> <p>Based on market coverage, orders and forecast of clients/affiliates I had to plan the 3 months master production scheduling for the different products within our portfolio.</p> <p>The challenge was to optimize as much as possible the scheduling taking into consideration different factors such as:</p> <ul style="list-style-type: none"> <li>• API availability</li> <li>• Minimum batch size</li> <li>• Urgencies of the market</li> <li>• Capacity harmonization of the different manufacturing lines</li> </ul> <p>Furthermore, I was the point of contact for Japan market for the entire product portfolio.</p> <p>As well as production planning, I had to plan shipment taking into consideration pre-approval of the batches and API manufacturing production date.</p> <p>I was measured by my line manager with different KPIs: On time release (OTR), On time delivery (OTD), and On time in full (OTIF).</p> <p>I tied strong relationship with all involved departments: Manufacturing, QA/QC, Logistics and Customer affiliate.</p>
<b>Name of employer</b>	Janssen Pharmaceutical Companies of Johnson & Johnson
<b>Type of business</b>	Pharmaceutical Industry
<b>Dates</b>	01/2016 – 02/2019
<b>Occupation</b>	<b>Material Planner</b>
<b>Main activities and responsibilities</b>	<p>I'm responsible for material planning and procurement of API, Capsules, and primary packaging materials used in JSC Latina site:</p> <ul style="list-style-type: none"> <li>• According to MRP process, I am responsible to ensure timely availability of materials supplied by external Suppliers, in order to keep production flowing smoothly, while maintaining inventory target levels and satisfying customers' request.</li> <li>• Daily contacts with Italian and International suppliers for order management and follow-up of planned deliveries.</li> </ul> <p>Application of lean principles to increase efficiency and productivity of JSC Latina:</p> <ul style="list-style-type: none"> <li>• Just In Time mind-set to reduce unnecessary inventory on hand</li> <li>• Optimization of delivery schedule to Latina warehouse in order to level load the workload, in terms of volume of pallets received on daily basis.</li> </ul> <p>During my experience in this position, I built a strong collaboration with the Text &amp; Design department in order to continuously improve the phase in / phase out process in case of artwork changes . We developed a tool to identify artwork changes on materials where purchase orders were already issued in order to check and decrease the order where possible to reach savings. The tool keep track of all the savings achieved by amending the unneeded/modified orders.</p> <p>In 2017 and 2018 I have been selected within my team to prepare budget for the coming year, related to all direct materials</p>
<b>Name of employer</b>	Janssen Pharmaceutical Companies of Johnson & Johnson

<b>Type of business</b>	Pharmaceutical Industry
<b>Dates</b>	08/2015 – 01/2016
<b>Occupation</b>	<b>Production Scheduler Intern</b>
<b>Main activities and responsibilities</b>	<p>Responsible for the detailed scheduling of 7 packaging lines in SAP APO and R3.</p> <ul style="list-style-type: none"> <li>• System used: SAP APO and SAP R3.</li> <li>• Detailed sequencing and scheduling of the production plan over the next 3 weeks, taking into consideration Customer demand, availability of packaging materials and semi-finished products.</li> <li>• Bulk allocation to each Customer/Affiliate according to country specific Residual Shelf Life requirements.</li> <li>• Daily interaction with other departments such as Procurement, Production, Warehouse, Quality Assurance and Quality Control in order to ensure a timely release of the process orders to production.</li> </ul> <p>During this experience I improved the OEE of the secondary packaging lines “H40” and “H43” by optimizing production sequences in order to reduce the change-over time.</p> <p>Together with my supervisor, I developed a tool in order to reduce the effort spent to perform the material availability check. After a successful pilot phase, this tool has been implemented as a standard working tool by the entire planning department.</p>
<b>Name of employer</b>	Janssen Pharmaceutical Companies of Johnson & Johnson
<b>Type of business</b>	Pharmaceutical Industry
<b>Dates</b>	03/2015 – 07/2015
<b>Occupation</b>	<b>Supply Chain Intern</b>
<b>Main activities and responsibilities</b>	<p>I followed the implementation of the Kanban production project within the packaging department in Anagni (FR), and plan the production schedule on the basis of customer Demand and Agile Pull flow. I had an active role during the pilot and implementation phases of the project.</p> <p>In addition, I had the responsibility to determine the correct Net Demand to be produced the following month taking in consideration SAP extractions and other customized management tools.</p>
<b>Name of employer</b>	Sanofi SPA
<b>Type of business</b>	Pharmaceutical Industry
<b>Dates</b>	07/2014 – 09/2014
<b>Occupation</b>	<b>Bar waiter</b>
<b>Main activities and responsibilities</b>	<p>Working in a 5 stars environment, I dealt with top guests successfully even in a busy bar as Galvin at Windows. I refined my use of English with Britons guests as well as with International ones.</p>
<b>Name of employer</b>	Galvin at windows, London Hilton Hotel

<b>Type of business</b>	Food and beverage
<b>Dates</b>	10/2013 – 03/2014
<b>Occupation</b>	<b>Trainee business consultant</b>
<b>Main activities and responsibilities</b>	Following advices of colleagues with more experience than me in two fields: Establish and carry out departmental or organizational goals, policies and procedures Analyze financial statements, sales reports and other performance indicators
<b>Name of employer</b>	Studio D'Ammizio
<b>Type of Business</b>	Professional Consultant
<b>Dates</b>	05/2007 – 02/2011 06/2012 – 10/2012
<b>Occupation</b>	<b>Flight Attendant</b>
<b>Main activities and responsibilities</b>	The first priority is taking care of the safety of every passenger on board, while the less visible duty of a flight attendant is vital to the daily functions of airline flights. I have been working on different types of aircraft: Boeing 767-300; 737-800; 737-300; MD80/82.
<b>Name of employers</b>	Neos Spa; ItAli Airlines; Small Planet Airlines Spa; Neos Spa
<b>Type of business</b>	Airlines Transportation
<b>Dates</b>	2008 – Present (occasionally)
<b>Occupation</b>	<b>Bartender</b>
<b>Main activities and responsibilities</b>	Preparing standard mixed drinks quickly, accurately and without waste, in addition also pour wine and beer. I collect payment and operate the cash register after serving food to customers seated at the bar. Taking care of the underage guys checking always their ID cards.
<b>Name of employers</b>	Bar Milano (Terracina); Lido "Il Pirata" (Sperlonga Beach Point); Summer Discoteques
<b>Type of business</b>	Food and Beverage

## Education and training

Dates	<b>2013 – 2015</b>
Title of qualification	<b>Master of Science</b>
Principal subjects	Business Administration
Name and type of organization providing education and training	Università degli Studi di Roma Tor Vergata
Final Evaluation	110/110 cum laude
Dates	<b>2010 - 2013</b>
Title of qualification awarded	<b>Bachelor's Degree</b>
Principal subjects	Business Management
Name and type of organization providing education and training	Università Cattolica del Sacro Cuore
Final Evaluation	104/110
Dates	<b>2001 - 2006</b>
Title of qualification awarded	<b>High school diploma scientific subjects</b>
Principal subjects	Scientific subjects ( Mathematics, physics, chemistry, biology)
Name and type of organization providing education and training	Liceo Scientifico "Leonardo da Vinci" in Terracina
Date	27/09/2013
Title of qualification awarded	<b>FCE ( First Certificate of English)</b>
Principal subjects	English language
Name and type of organization	Cambridge ESOL
Final Evaluation	<b>Passed</b>
Date	04/2012
Title of qualification awarded	Professional bartender certificate
Name and type of organization	PlanetOne
Final Evaluation	Passed

## Personal skills and competences

Mother tongue

Other languages

Self-assessment

European level (\*)

**English**

**Italian**

**English**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
	C1		C1		C1		C1		C1

(\*) [\*Common European Framework of Reference for Languages\*](#)

Social skills and competences

Organizational skills, determination, self-motivated, good to work in a teamwork, positive thinker.

Organisational skills and competences

Leadership (have been responsible for a team of 3 people); Sense of organization; Good experience in project and team management during my work and university experiences.

Technical skills and competences

Improvement processes such as Lean Six Sigma and Agile flow management.

Computer skills and competences

SAP/R3, SAP/APO, Good command of Microsoft Office™ tools (Word™, Excel™ and PowerPoint™)  
Good command of html applications.

Artistic skills and competences

Writing

Other skills and competences

Soccer, Running, Cinema, Reading, Gym

Driving licence

Category A (all kind of motorcycle without any restrictions) and B (for all kind of cars), car owner.

**Additional information**

References available upon request