

## DORIANO MISTRANGELO

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### SHIPPING & SEA PORT MANAGEMENT

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Outgoing and accomplished shipping port logistics and operations executive with extensive experience overseeing all aspects of day-to-day business management. Demonstrated ability to develop successful business strategies and manage investments, budgeting and financial reporting. Expertise in developing and implementing efficient work processes and investment. Skilled at building and supervising high performing teams. Personable and effectively establishes and manages relationships with customers, team, management and stakeholders.

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### AREAS OF EXPERTISE

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|-----------------------------------|---|--------------------------------------|
| · <i>Operations Management</i>    | · <i>Relationship Management</i>        | · <i>Project Management</i>          |
| · <i>Financial Management</i>     | · <i>Technical Management</i>           | · <i>HSSE Management</i>             |
| · <i>Leadership</i>               | · <i>Budgeting &amp; Data Analysis</i>  | · <i>Work Process Implementation</i> |
| · <i>Work Process Development</i> | · <i>International Client Relations</i> | · <i>Team Building</i>               |
| · <i>Accounting overseeing</i>    | · <i>Supervising</i>                    | · <i>Strategic Planning</i>          |

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### PROFESSIONAL EXPERIENCE

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#### **OCEAN TEAM-(SHIPOWNER) -2019**

##### **DIRECTOR**

Reporting directly to CEO and owner of company, I am in charge to the reorganization of main divisions of company, included all digital tools in order to face the improvement of the group.

- Supervised all aspects of day-to-day technical management of fleet and external customer units.
- Propose and defined strategy, corporate goals and investment plans.
- Optimized operational plans and processes, supervised programs and performance.
- Defined, developed consolidated commercial and stakeholder relationships.
- Managed relationships with customers and suppliers, negotiated contracts.
- Improved and monitored profitability and performance of technical aspect

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## **SAMER SEAPORT & TERMINALS -(RORO TERMINAL) – UN RORO - DFDS COMPANY 2016 - 2018**

### **CEO**

Full accountability for the board for all company operations, direct and control the Company's operations in line with UN RORO and DFDS Company's operations and give strategic guidance and direction to the Board to ensure that the Company achieves its mission and objectives.

Main Responsibilities:

- Direct and control the work and resources of the Company and ensure the recruitment and retention of the required numbers and types of well-motivated, trained and developed staff
- Implementing company policy that has been designed in coordination with UN RORO Company. Prepare a corporate plan and annual business plan and monitor progress against these plans.
- Developing strategic plans in coordination with UN RORO and DFDS Company. Provide strategic advice and guidance to the Chairman and the members of the Board, to keep them aware of developments within the industry and the Trieste port.
- Establish and maintain effective links with major customers, relevant government departments and agencies, local authorities, -especially Trieste Port Authority, key decision-makers and other stakeholders generally.
- Develop and maintain research and development programs to ensure that the Company remains at the forefront in the industry, applies the most cost-effective methods and approaches, provides leading-edge products and services and retains its competitive edge.
- Prepare, gain acceptance, and monitor the implementation of the annual budget to ensure that budget targets are met, that revenue flows are maximized and that fixed costs are minimized.
- Represent the Company in negotiations with customers, suppliers, government departments and other key contacts to secure the most effective contract terms for the Company.
- Develop and maintain Total Quality Management systems throughout the Company to ensure that the best possible products and services are provided to customers. Review and approve equipment need.
- Oversee the preparation of the Annual Report and Accounts of the Company and ensure their approval by the Board.
- Assuming full responsibility, develop and direct the implementation of policies and procedures to ensure that the Company complies with all health and safety and other local statutory regulations, as well as international codes and conventions, -especially ISPS code.

## **TERMINAL SAN GIORGIO - METROCARGO. 2011- 2016 (A GAVIO - ARGOFINANZIARIA Group) GENERAL AFFAIR MANAGER and GENERAL MANAGER (RORO TERMINAL and Rail Company)**

- Planned and executed successful business strategies and oversaw day-to-day management.
- Defined business strategy, corporate goals and investment plans.
- Optimized operational plans and processes, supervised programs and performance.
- Monitored and tracked sales activities.
- Supervised technical and accounting teams.

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- Managed international client relations and business relationships with key stakeholders, including government entities, port authority, labor unions and investors.

#### **KONECRANES OYJ 2007 - 2010**

##### **DIRECTOR OF PORT SERVICE, ITALY (*INTERNATIONAL PORT LIFTING COMPANY*)**

- Managed all aspects of business, including planning, organizing and monitoring works at field.
- Developed business strategies and monitored daily operations.
- Led teams involved in operations and HSSE activities management.
- Recruited and built team and motivated personnel.
- Analyzed monthly sales reports and oversaw company reporting, lead the account team
- Planned and executed marketing strategies to achieve goals.

#### **TECHNICAL SERVICES SRL (TS GROUP) 1999 – 2007**

##### **MANAGING DIRECTOR AND HSSE MANAGER (*PORT AND NAVAL SERVICES COMPANY*)**

- Oversaw all aspects of day-to-day management of commissioning and maintenance of port- naval plants.
- Defined business strategy, corporate goals and investment plans.
- Optimized operational plans and processes, supervised programs and performance.
- Defined, developed and consolidated commercial relationships for new business opportunities.
- Managed relationships with customers and suppliers and negotiated contracts.
- Discussion and defined of work 2nd level agreements, labor unions negotiations.
- Improved and monitored profitability and performance of company, including account and payrolls activities

#### **SAVONA VADO CONTAINER TERMINAL (CONSHIP EUROKAI HAMBURG GROUP) 1993 - 1999**

##### **TECHNICAL, OPERATIONS & HSSE MANAGER (*PORT CONTAINER TERMINAL*)**

- Directed operations within budget and with zero injuries target.
- Oversaw implementation of TOS and managed technical activities, trainings activities.
- Managed procurement process and maintained a safe, clean environment (HSSE).
- Liaising with shipping agencies and stakeholder.

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## **FINCANTIERI Navy Shipyard Division SPA (FINMECCANICA GROUP) 1991 - 1993**

### **ENGINEERING OFFICE FOR STRUCTURE OF MILITARY SURFACE WAR SHIPS**

- Leading a team based on engineering of hull/over-structures in the head office in Genoa.
- Liaising with shipyard offices based in Muggiano e Riva Trigoso.
- Managing engineering activities related with classification ship companies (R.I.Na., ABS, Lloyd Register).
- Attending trainings and technical courses.

### **EDUCATION & TRAINING**

- Naval and Mechanical Engineering, Genova University, Thesis on “Product Tanker Vessel Project”
- Passed State Exam for Engineering licensing in 1991
- Diploma as Merchant Ship Captain, Nautical Institute – “Leon Pancaldo” – Savona
- Port Business and Port Sales Management Training, held by different organizations
- MBA, Konecranes Academy, Finland
- HSSE certification, courses organized by Savona’s Port Authority, Savona Industrial Ass. and Trieste Commercial Ass.
- PFSO certification, hold by Trieste Commercial Ass. and Trieste Harbor Master.
- Firefighting Course, Savona Industrial Association

### **LICENSES & TITLE**

- Member of Italian Engineers’ Register.
- Nautical License with permit to drive pleasure crafts beyond 12 miles (Savona’s Coast Guard).
- Member of list of “Gente di Mare” of the Savona’s Coast Guard with title of Cadet Engine Captain.
- Listed in the Technical Personnel register of Savona’s Coast Guard as Naval Engineer.
- Listed in SNAME (Society of Naval Architects and Marine Engineers) as associate member.

### **LANGUAGES**

- English, French & Italian

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