

EUROPEAN FORMAT CURRICULUM VITAE



CONTACT INFORMATION

Name	ANGELO TERLIZZI
Address	MODENA
Mobile number	
E-mail address	
Nationality	Italian
Birth date	04/07/1986

WORK EXPERIENCE

- Date
- Employer
- Industrial sector
- Employment
- Main Tasks

From 05/02/01/2024 to PRESENT
Teoresi S.P.A.
Consulting company – Engineering and Information technologies
Senior Business Development Manager
Business development of engineering projects for automotive sector.
I'm involving in the following tasks:

- Driving business growth within Business unit
- Prospection actions for new clients
- Development of sales strategy
- Management of the relationship with clients
- Management of long and complex negotiations
- Management of the engineering projects
- Building and management of a team of consultants
- Identify and recruit the best engineers
- Management of the BU budget and BU financial figures
- Working closely with internal and external teams

- Date
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From 11/01/2021 to 31/01/2024
Akkodis Italy S.r.l.
Consulting company – Engineering and Information technologies
Advanced Business Development Manager
Business development of engineering projects for automotive sector.

- Date
- Employer
- Industrial sector

From 01/02/2016 to 31/12/2020
Amaris Technologies
Consulting company – Engineering and Information technologies

- Employment
 - Main Tasks
- Engineer
Structural analyst for components of the Power Unit in Scuderia Ferrari.
- FEM analysis of several metallic and composite material components (Cylinder head, engine block, gear box, fuel system, oil pump, water pump). I performed, using Abaqus calculation software, static analysis, dynamic analysis, modal analysis to verify the dimensioning of the components and to propose changes if it needed. Finally i created technical reports to present the outcomes to the team and to the design departement.
- Date
 - Employer
 - Industrial sector
 - Employment
 - Main Tasks
- From 09/04/2014 to 31/01/2016
O.M.P.M. S.R.L.
Tier 1 Company for aeronautic and automotive sector
Trainee/Inter/Engineer
Structural Analyst and design engineer for aeronauticl and automotive components
- FUSIMCO Research project for developing of a regional aeroplane with alternative technologies:
- Development of the calculation tool with excel for dimensioning of the longitudinal and trasversal joint, manufactured with metallic and composite material. Validation following different state of stress (crippling on stringer, inter-rivet-bukling on the skin and lateral torque).
- Progressive failure analysis of a CFRP pannell with T stringer for ATR regional aeroplane.
- FEM model and simulation of a static test with flight load.
- Research project for development of a CFRP short fiber suspension on behalf of Automobili Lamborghini.
- Design and optimization of a rear suspension arm of Lamborghini Huracan. 3D Modelling with Catia V5 following the optimized geometry coming from topological optimization analysis performed with Nastran (sol 200). Validation of the geometry with statica analysis.
 - Design support to a CFRP helicoidal spring with the development of an excel tool for the stress calculation. 3D modelling of the spring and the final FEM validtion.
 - Design support to a CFRP anti-roll bar with the development of an excel tool for the stress calculation. 3D modelling of the anti-roll bar and the final FEM validation.

EDUCATION

- Date
 - University
 - Qualification
- From 2011 to 2014
Università Federico II di Napoli
Master's degree in mechanical engineering for design and production.
Vote 107/110
- Date
 - University
 - Qualification
- From 2006 to 2011
Università Federico II di Napoli
Bachelor's degree in mechanical engineering for energy and evironment

CERTIFICATION	
NEGOTIATION	CEPAS qualified course (ref. SH238)
MASTER IN PROJECT MANAGEMENT	GEMA Business School (start 06/23 – end 02/24)
PERSONAL SKILLS AND EXPERTISE	
MOTHER TONGUE	ITALIAN
OTHER LANGUAGE	ENGLISH Upper intermediate Upper intermediate Upper intermediate Upper intermediate
• reading • writing • listening • speaking	
SOFT SKILLS AND EXPERTISE	Problem Solving - Very Good Interpersonal – Very Good Team Member - Excellent Time management – Good Customer service - Good Ability to Work Under Pressure – Very Good
MANAGEMENT SKILLS AND EXPERTISE	During my life and my work experiences i learned to manage several situation that make me the person that i'm right now. Last work experience as Business Manager has refined these skills but I know that I still have to grow up because my goal is always incrising a step at a time.
TECHNICAL SKILLS AND EXPERTISE	Good Knowledge of calculation software (Abaqus/Nastran) Good Knowledge of software pre/post (Hypermesh, Simlab, Fearce, Patran) Intermediate Knowledge of CAD (Creo, CATIA V5) Good Knowledge of Microsoft Office (ECDL)
HOBBIES AND INTERESTS	I have a passion for the music and i'm also a singer and guitarist. I'm a part of two musical projects. First of these projects is an acustic band with another guitarist and i'm the singer and the rythm guitarist. Second project is a vocal group with other three guys. I also love photography and visual art in general.
DRIVING LICENSE	Driving license B
FURTHER INFORMATION	