



**MASSIMILIANO PATTI**

**JOB EXPERIENCE**

**Networker Sharing Economy in the Energy Market 01/07/2023 until today**

**Manager Procurement Region South Europe 01/09/2019 until today**

*Hapag-Lloyd Italy S.r.l*

*Plants: 16121 Genova – Piazza della Vittoria 10*

Hapag-Lloyd - Global container liner shipping - Hapag-Lloyd

- Responsible for 5 Areas (25 countries) for the part related to Transport+ (Rail, Truck, Feeder, Depot) plus Husbandry and Port Costs.
- Project Management
- Procurement activities in the daily job
- Supplier rates negotiation and maintenance
- Following-up of all terminal related activities as well as for feeder, truck, barge, rail and depot activities
- Maintenance of the Procurement Contract Team Site Statistical support such as Preparation of Activity Planning Overview, Budget and Savings Planning.
- Monitoring of vendor performances and volume flowshare

**Senior Coordinator OPSS (Operation Steering Support) in Area Italy from 01/01/2017 until 31/08/2019**

- Responsible for Feeder Network in the MED negotiating rates and system tariffs update
- Responsible of feeder voyage templates in the internal system
- Creation / update local vendor contracts in SAP
- Creation/ update vendor contracts in SAP for agencies in the MED
- Verify correctness of invoices receival by suppliers, in connection with internal A.P. Dept
- Monitoring of vendor performances and volume flowshare
- Optimize interface between suppliers and internal system to reduce work-load and recover time
- Routing guidelines
- Provide seals in the MED
- Base routes validation

**Coordinator and Super User PTO (Port Terminal Operations) in Area Med Agents from 01/01/2010 until 31/12/2016**

- Super User Med Agents Operations
- Organize and deliver Ops training for Agencies
- Point of Entry for own feeder services in the MED
- Coordinate and monitor 17th foreign countries in the MED / Black Sea
- Feeder schedules Network

**Equipment Dispatcher in Area Italy from 01/07/2005 until 31/12/2009**



- Equipment inventories for the ports of Genoa and Leghorn
- Special equipment steering and coordination with Customer Service
- Equipment steering for Area Italy
- On-hire / Off-hire containers with leasing companies

**PTO (Port Terminal Operations) and TSM (Transshipment Dept) in Area Italy  
from 21/12/2004 to 30/06/2005**

- Schedules updating
- Transshipment overview

**EDUCATION AND TRAININGS**

**2005 until today**

- Local (Spain and Italy) and Remote (Turkey, Greece, Egypt and MED countries) Projects lead in across the Areas under responsibility and UK.
- Local assistance in Egypt during the opening week of the new Area in Alexandria.
- Local assistance in Chile during the merge with CSAV.
- Local assistance to agencies in Egypt and Morocco.

**2004 - Course "Operatore della Logistica Marittimo-Portuale" organized by Sogea in cooperation with Province of Genoa**

**2001 - Diploma at liceo scientifico "Niccoloso da Recco"**

**COMPETENCES AND INTERESTS**

**SOFT SKILLS**

- Target oriented
- Able to plan job with strategic and efficient way of finalization to meet targets
- Able to work in team and lead people
- Very much focused in internal processes
- Good communication

**LANGUAGES**

- Italian language mother tongue
- English level B2
- Spanish basic level

**INFORMATIC SKILLS**

- Good command of Microsoft Office tools
- Good command of Microsoft Power Point tools

**INTERESTS**

- Founder and responsible of a football team since 2007
- Football coach since 2022
- Participation in local theatral company "Baistrocchi" in 2004
- School of theatre in 2015

**DRIVER LICENSES**

- A and B

04/04/2025

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