


# PIERFILIPPO COGLIANDRO

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	Contact:	Mobile: <b>+39 328 8965217</b> e-mail: <b>pierfilippo.c@tiscali.it</b>	Date of Birth:	January 6, 1973
<p>I am a <b>Project / Proposal Manager</b> with twenty-seven years of work experience in engineering and management of EPC projects, Oil &amp; Gas industry and infrastructures:</p> <ul style="list-style-type: none"> <li>✓ Sixteen years with SAIPEM (leader in the provision of engineering, procurement, project management and construction).</li> <li>✓ One year with ITALGAS (leader in the gas distribution in Italy and the third largest operator in Europe).</li> <li>✓ Ten years with SNAMPROGETTI (leader in design and construction of large plants in oil and petrochemical fields and infrastructures).</li> </ul>				

## PROFESSIONAL CURRICULUM

<b>Proposal Manager</b>	Saipem S.p.A, Italy / Milan	<b>Jun 2023 – present</b>
Mission: ensure management of commercial bids in order to optimize success in contracts awarding and maximizing of the offshore wind business commercial results.		

<b>Project Manager</b>	Italgas Reti S.p.A, Italy / Milan	<b>Jul 2022 – Jun 2023</b>
Mission: ensure Sardinia region permissions, develop the project budget and procurement strategy in order to success in contract assignment to the EPC “Power to Gas” (investment pilot project, hydrogen plant with a solar PV plant as a renewable and sustainable energy source). Manage the Greece project in the Engineering & Investments part related to the develop networks plan 2023-2027, with a total capex amount of 700 MEUR.		

<b>Proposal Manager</b>	Saipem S.p.A, Italy / Milan	<b>Jan 2016 – Jun 2022</b>
Mission: ensure management of commercial bids in order to optimize success in contracts awarding and maximizing of the commercial results.		
Main tasks: develop Proposal Plan, ensure definition of the scope of work of each party involved in the bid and analyze contract requirements and conditions, lead and approve the cost estimate, manage the interfaces with Partners and Client, ensure the integration of proposal (commercial, contractual and technical), lead negotiations with clients to reach an agreement on the outstanding pricing, commercial, contractual and technical aspects of the proposal and in the formalization of contracts.		
Main developed offers, with a contract value equal or less that 500 MEUR:		
<ul style="list-style-type: none"> <li>- Fixed Offshore Facilities: EPCI for Sabratha Platform Compression Module Project (Mellitah Oil &amp; Gas, Libya), EPCI for Sabratha Platform Oily Water Treatment Project (Mellitah Oil &amp; Gas, Libya), EPCI for D33 Wellhead Platform Project (LUKoil, Baltic Sea), EPC for Offshore Substation Topside, Moray West Offshore Windfarm Project (General Electric – Grid Solutions (GE), UK).</li> <li>- Onshore Windfarm: Wind Turbines &amp; Balance of Plant for Singida Wind Farm Project (Consortium Upepo Energy and Akuo Energy, Tanzania).</li> <li>- Several initiatives for Offshore Maintenance, Modifications and Operations (MMO).</li> </ul>		

<b>Project Manager</b>	Saipem Group with PT Saipem Indonesia Karimun Branch, Indonesia / Karimun yard	<b>Nov 2014 – Dec 2015</b>
Duty: constructing Topsides Modules of FPSO Vessels North & South, in Karimun yard, with the assignment of: planning, coordinating and controlling the project, to ensure completion in line with project specifications and in compliance with time, cost constraints and health and safety regulations.		
EPC Project: Kaombo FPSOs (TOTAL E&P ANGOLA). Construction Contract Price: 300 MUSD.		

<b>Project Manager</b>	Saipem Group with Saipem sa, France / Paris	<b>Jan 2012 – Oct 2014</b>
Duty: inside my role as Project Manager, as above detailed, I was the PETROMAR Representative inside the Consortium, at Paris head office, for the following EPCI projects carried out in Angola yards for the fabrication of subsea devices:		

- Kizomba Satellites (ExxonMobil), PETROMAR Contract Price: 141 MUSD.
- CRX Pipeline (Cabinda Gulf Oil Company Limited - Chevron), PETROMAR Contract Price: 32 MUSD.
- Mafumeira 2 (Cabinda Gulf Oil Company Limited - Chevron), PETROMAR Contract Price: 21 MUSD.

<b>Project Manager</b>	Saipem Group with PT Saipem Indonesia Karimun Branch, Indonesia / Karimun yard	<b>Jan 2011 – Dec 2011</b>
Duty: Project Manager in several service and fabrication projects in yard, for Vessels & Offshore, on the whole price: 10 MUSD.		

<b>Deputy Project Manager</b>	Saipem Group with ERSAI Caspian Contractor LLC, Kazakhstan / Kuryk yard	<b>Jan 2009 – Dec 2010</b>
Duty: Deputizing the project manager in all responsibilities, for the following EPCI projects carried out in Kuryk yard for service and fabrication of offshore devices:		
<ul style="list-style-type: none"> <li>- D-Island Rig Conversion (ExxonMobil Kazakhstan Incorporated), ERSAI Contract Price: 50 MUSD.</li> <li>- Offshore Hook up and Commissioning, (Agip KCO), ERSAI Contract Price: 150 MUSD.</li> <li>- Pile &amp; Flare Fabrication, Assembly and Installation (Agip KCO), ERSAI Contract Price: 30 MUSD.</li> </ul>		

<b>Field Technical Manager</b>	Saipem Group with ERSAI Caspian Contractor LLC, Kazakhstan / Kuryk yard	<b>Jan 2007 – Dec 2008</b>
Duty: Providing necessary technical support to the management and construction, coordinating and monitoring the multidisciplinary infrastructure projects for ERSAI investment development.		
Total amount 130 MUSD, Projects:		
<ul style="list-style-type: none"> <li>- Kuryk Port Extension; Break Water, Jetty, Dredging area, Mooring Dolphin.</li> <li>- Kurik plants: Sewage Treatment Plant, water potabilization unit and underground network improvement.</li> <li>- Rosetti Camp Project; Industrial buildings.</li> </ul>		

<b>Project Engineer</b>	Snamprogetti S.p.A, Italy / Milan / Parma / Piacenza	<b>Jan 2003 – Dec 2006</b>
Duty: being responsible for setting up new yards: from the achievement of permits to their construction.		
Interfacing between the Client and the ENI Consortium companies and AUTOSTRADE FOR ITALY SpA, in compliance with the civil works design.		
Project: High-Capacity Train Line MI-NA (BO-MI Line), Contract Price: 5 BEUR.		

<b>Project Specialist of Civil Works</b>	Snamprogetti S.p.A, Italy / Milan	<b>Sep 1996 – Dec 2002</b>
Duty: coordinating and controlling civil works design and roads design and interfacing with external suppliers, client, institutions and keeping direct contacts with the yard for the followings EPC projects:		
<ul style="list-style-type: none"> <li>- Infrastructures: High-Capacity Train Line MI-NA (BO-MI Line), Contract Price: 5 BEUR.</li> <li>- On-shore plant: Petroleum Development Oman llc, Ing-Upstream Facilities Oman Project (Oman).</li> <li>- On-shore plant: Petroleum, Vacuum Residue Upgrading Plant H-Oil (Poland).</li> </ul>		

<b>Estimator &amp; Seller of gas distribution</b>	ITALMETANO CITTA' Srl , Italy / Milan (Company in sales and distribution of gas)	<b>Sep 1995 – Aug 1996</b>
Duty: drafting of budgets for industrial users and civilians; direct relationship with customers, institutions and fields.		

## EDUCATION

<b>Master of Architecture</b> (M.Arch.), Architecture, Politecnico of Milan	<b>2000</b>
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## TRAINING

At ENI Corporate University, Italy / Milan:

2017 - HANDLING CONFLICTS

2016 - LEGAL, CONTRACTUAL AND INSURANCE ASPECTS OF THE PROJECT

2012 - PROJECT COST MANAGEMENT

2010 - PROJECT DEFINITION, STRATEGY AND OVERALL PLANNING

2007 - ENGINEERING & CONSTRUCTION MANAGEMENT

2003 - THE GAME OF TEAM

2002 - TOTAL PROJECT MANAGEMENT

At Centro VIA, Italy / Milan:

2001 - Environmental Impact Assessment (EIA) and Strategic Environmental Assessment (SEA)

## KNOWLEDGE OF LANGUAGES AND SKILLS

Language Knowledge:	English, Fluent
IT Skills:	Good knowledge of the CAD software and its applications. Basic knowledge of project control software Microsoft Project and Primavera. Basic knowledge of Procurement management software SAP. Very good command of Microsoft Office tools (Word, Excel and PowerPoint), Outlook.