

# Fabio Rotundo

*Summary* Mechanical Engineer, PhD, MBA. Retail network management, operations and product development experience in the automotive field, R&D in industrial production processes.

## Professional Experience

- 8/2019 - Present **Business Development & Digital Marketing manager, Volvo Car Corporation**
- 9/2015– 7/2019 **Aftersales District Manager, Volvo Car Corporation**  
Aftersales operations management and optimization, Italian market: definition and implementation of Dealer's network management strategies and *lean* sales and after-sales processes; sales and profit increase targets; Customer satisfaction targets. Definition of tailored improvement plans with Dealers owners and managers.
- 9/2014 – 9/2015 **Product Engineer, Volvo Car Corporation**  
Definition of improvement measures for current car lines: customer requirements, prioritization, feasibility analysis, road-map definition. Acted as a cross-functional reference point between EU Markets and Volvo Headquarter (R&D, Marketing, Manufacturing).
- 5/2013 – 8/2014 **Business development, AlmaPlasma srl**  
Development and commercialization of products and services based on plasma technologies (surface modification). Co-founded the company and involved institutional seed investors.
- 7/2011 – 8/2014 **Researcher, University of Bologna, Interdepartmental Centre for Industrial Research.**  
R&D industrial consultancy on manufacturing processes (automotive, defence, automation sectors). Led and coordinated international research projects (10+ partners).
- 9/2010 – 7/2011 **Supply Chain Specialist c/o Fiat Auto spa (MBA project work)**  
Supply Chain Integration (EU-US-China) for Fiat-Chrysler: physical and information flow design and optimization. Tender management: technical and economical evaluation of logistic suppliers (3PL) (Reporting to Supply Chain executive management).

## Education

- 1/2009 – 6/2012 **Ph.D. in Mechanics and Advanced Engineering Sciences**  
*University of Bologna, Ph.D. School in Industrial Engineering.*
- 9/2010 – 7/2011 **Master of Business Administration**  
*Collège des Ingénieurs (CDI, Paris)/Scuola di Alta Formazione al Management (SAFM, Turin)*
- 10/2005 – 3/2008 **Master's Degree in Mechanical Engineering, University of Bologna**  
110/110 cum laude, thesis c/o Oxford University (UK)
- 10/2002 – 10/2005 **Bachelor Degree in Mechanical Engineering, University of Bologna**  
110/110 cum laude, thesis c/o Rosetti Marino spa (*oil & gas*), Ravenna
- 1997- 2002 **High School Diploma, Liceo Scientifico Lugo (Ra), 100/100**

*Languages* **English** (Fluent), **Spanish** (Intermediate), **French** (Basic), **German** (Basic), **Italian** (Native)

*Technical skills* Business planning, project management (MS Project, SAP Business Object); Programming and physical modelling (Matlab, C++, Mathematica); Mechanical design (CAE, CAD); MS Office.

*Scientific production* 20+ papers on international peer-reviewed journals. Invited speaker at several international conferences (e.g. TMS 2012-Orlando(FL), Thermec 2013-Las Vegas(NV)).

*Interests* Sport: football, triathlon. Bass player. Trekker.