

Valerio Ciambottini - Curriculum Vitae



Personal data:

Place and date of birth: [REDACTED]

Nationality: Italian

Address: [REDACTED]

Phone: [REDACTED]

e-mail: [REDACTED]

Sales skills: Strong negotiation and organizational skills, problem solving, target oriented, team working

Technical skills: Technical product management, instrument development, data analysis.

Working experience:

- **September 2019 – today** **Sales Manager Italy** – Dado Lab S.r.l. Cinisello Balsamo (MI) Italy
 - Manage sales of local distributors and sales agents.
 - Development and enhancement of customer portfolio, fund raising, tender evaluation, competitors monitoring.
 - Design and conduct technical seminars for product overviews and training.
 - Management of technical/commercial relations with customers. Support to technical specification, commercial proposal, preparation of tenders.
 - Participation as expert in “CEN/TC 264/WG 15 Working group Ambient Air - Reference gravimetric measurement method and equivalence procedure for the determination of the PM 2,5 mass fraction of suspended particulate matter” for European standard development on particulate matter.

- **January 2018 – August 2019** **Area Manager Centre and South Italy** (Toscana, Lazio, Abruzzo, Umbria, Marche, Campania, Molise, Basilicata, Puglia, Calabria and Sicilia) – STA s.r.l. Sedriano (MI) Italy

- **October 2015 – December 2017** **Area Manager Centre and South Italy** (Lazio, Abruzzo, Umbria, Marche, Campania, Molise, Basilicata, Puglia and Calabria) – Ital Control Meters s.r.l. Carate Brianza (MB) Italy
 - Manage sales of local distributors and sales agents.
 - Development and enhancement of customer portfolio, fund raising, tender evaluation, competitors monitoring.
 - Advanced technical skills in flow rate measurement techniques for process and automation.
 - National account manager of FTIR Gasmeter analyzers business unit.
 - Design and conduct technical seminars for product overviews and training.
 - Project Manager of EPC subcontractors.
 - Management of technical/commercial relations with customers. Support to technical specification, commercial proposal, preparation of tenders.
 - Development of personal skills of continuous emission monitoring technique.

■ **May 2010 - September 2015**

Sales Engineer Centre and South Italy (Lazio, Campania, Molise, Basilicata, Puglia, Calabria and Sicilia) - TECORA s.r.l. Milano Italy

- Management of technical/commercial relations with costumers. Support to technical specification, commercial proposal, preparation of tenders.
- Training and technical support to retailer and commercial agent.
- Participation and organization of seminars and onsite training for technicians.
- Development and enhancement of costumer portfolio, fund raising, tender evaluation, competitors monitoring.
- Relationship management with opinion leaders (key experts) for marketing strategy and product development.
- Technical development of new instruments.
- Development of personal skills of emission sampling technique.
- Participation as expert in “CEN/TC 264/WG 15 Working group Ambient Air - Reference gravimetric measurement method and equivalence procedure for the determination of the PM 2,5 mass fraction of suspended particulate matter” for European standard development on particulate matter.

■ **November 2008 – May 2010**

System analyst in R&D department FAI Instruments s.r.l. Roma Italy

- Design and development of innovative instruments for PMx measurement, including cooperation with Teledyne Advanced Pollution Instrumentation for MODEL 602 Beta Plus Dual Channel Particulate Monitor.
- Development of measurement and data analysis technique for characterization of atmospheric particulate matter.
- Consulting and support to planning and managing of measurement and equivalence certification campaign within: GGD Public Health Service of Amsterdam, R.I.V.M., Istituto de Salud Carlos III, TÜV Rheinland Immissionsschutz und Energiesysteme GmbH Colon, ISSeP Belgique, ISPESL, ENITECNOLOGIE, Bureau Veritas UK.
- Development and implementation of techniques for evaluation of Planetary Boundary Layer mixing ratio, using B activity of ^{222}Rn and ^{220}Rn decay.
- Draw up of instruments and S/W user manuals.
- Definition of QC/QA procedures for mass measurement systems and flow rate generation and measurement (critical throat, rotameter, laminar flowmeter, mass flowmeter/controller, wet test meter).
- Suppliers management, prototype development and realization.

■ **January 2003 – August 2008**

Tecnologist at Institute of Atmospheric Pollution – National Research Council Roma Italy

- Development of data analysis methodology for Source Apportionment studies, based on Aerodynamic Particles Sizer (APS) measurement techniques.
- Research on Multichannel Optical Particle Counter
- Research on equivalence certification techniques between instruments and sampling techniques.
- Equivalence test campaign of Environnement S.A. MP101M.C and FAI Instruments s.r.l. SWAM5a monitor.
- Participation in “EC Working Group on Demonstration of Equivalence of Monitoring Methods for Air Quality”.
- Skilled in annular Denuder sampling techniques.
- Skilled in Ion Chromatography.

Education:

- **2002** Bachelor in Environmental Engineering (Diploma di Laurea in Operatore Tecnico Ambientale), Università degli Studi di Roma Tre, cum laude: “*Particulate matter PM10 and PM2.5: Critical aspects of sampling and mass measurement, evaluation of ionic component of particulate matter in urban area*”.
- **1997** High school degree.

Language Skills:

- **Italian:** mother tongue
- **English:** good
- **French:** basic

Papers, Acts and Proceedings, Technical Reports:

- Manigrasso M., Febo A., Guglielmi F., Ciambottini V., Avino P. (2009). *Dimensional Analysis of PM2.5 in the urban area of Rome*. Acts of Congress “Atmospheric Composition Changes: Climate-Chemistry Interactions”, Lecce, 2-4 November 2009.
- Febo A., Manigrasso M., Ciambottini V., Guglielmi F., Avino P. (2009). *An Integrated Approach for Studying Atmospheric PMx*. Acts of Congress “AAAR 28th Annual Conference”, Minneapolis, 26-30 October 2009.
- Manigrasso M., Febo A., Guglielmi F., Ciambottini V., Avino P. (2009). *Is PM2.5 the best descriptor of the atmospheric fine friction aerosol?*. Acts of Congress “European Aerosol Conference 2009”, Karlsruhe, 6-11 September 2009.
- Turnone A., Costabile F., Guglielmi F., Ciambottini V., Montagnoli M., Giusto M., Allegrini I. (2008). *Distribuzione delle particelle e Roma: analisi in primavera*. Poster “PM2008 – 3^o Convegno Nazionale sul Particolato Atmosferico”, Università degli Studi di Bari, 6-8 October 2008.
- Turnone A., Costabile F., Guglielmi F., Ciambottini V., Montagnoli M., Giusto M., Allegrini I. (2008). *Regional background particle size distributions in Rome: a spring-time analysis*. Acts of Congress “European Aerosol Conference 2008” Thessaloniki, 24-29 August 2008.
- Febo A., Guglielmi F., Manigrasso M., Ciambottini V., Avino P. (2008). *Relevance of aerosol size spectrum analysis on the source apportionment during acute long-range mass transport episodes in the Mediterranean area*. Submitted to Atmospheric Chemistry and Physics.
- Febo A., Guglielmi F., Manigrasso M., Ciambottini V., Avino P. (2008). *Aerosol size spectrum analysis during long-range mass transport episodes of coarse and fine particulate matter in the Mediterranean area*. Acts of “17th International Symposium Transport and Air Pollution” Graz, 16 June 2008.
- Febo A., Guglielmi F., Manigrasso M., Ciambottini V., Avino P. (2008). *Identification of long-range mass transport episodes of coarse and fine particulate matter through aerosol size spectrum analysis*. Acts of “EGU General Assembly 2008” Vienna, April 2008.
- Febo A., Ciambottini V., Guglielmi F. (2005). *Un approccio integrato per la caratterizzazione del materiale particellare in aree urbane*. Acts of Congress “XXIII giornata dell’ambiente, la qualità dell’aria nelle città italiane” Roma Accademia Nazionale dei Lincei, 6 June 2005.
- Febo A., Cattani G., Ciambottini V., Guglielmi F., Inglessis M., Marconi A. (2004). *La caratterizzazione e il controllo dell’incertezza nella determinazione gravimetrica del materiale particellare: proposta di un approccio metodologico*. Poster “PM2004 - Convegno Nazionale sul Particolato Atmosferico”, Università di Milano Bicocca, 12-14 May 2004.
- Febo A., Ciambottini V., Guglielmi F., Giusto M., Montagnoli M. (2004). *Il Campionamento e la Misura del PM10*. Acts of Congress “Inquinamento Atmosferico e Qualità dell’Aria – Recepimento e Attuazione delle Direttive Europee: Situazione nazionale e prospettive future” Roma, 22-23 March 2004.
- Allegrini I., Giusto M., Ciambottini V., Guglielmi F., Di Menno A., Montagnoli M., Di Nino R., Monaco V. (2004). *Valutazione della strumentazione automatica MP101M.C per la determinazione della concentrazione di massa di materiale particellare PM10 su richiesta della Environnement S.A. utilizzando la metodologia di riferimento indicata nel DM 60 2-aprile-2002 (recepimento delle direttive 1999/30/CE – 2000/69/CE)*. CNR Certification Technical Report January 2004.
- Allegrini I., Giusto M., Ciambottini V., Guglielmi F., Di Menno A., Montagnoli M., Di Nino R., Monaco V. (2004). *Valutazione della strumentazione automatica SWAM5a monitor per la determinazione della concentrazione di massa di materiale particellare PM10 su richiesta della FAI Instruments s.r.l. utilizzando la metodologia di riferimento indicata nel DM 60 2-aprile-2002 (recepimento delle direttive 1999/30/CE – 2000/69/CE)*. CNR Certification Technical Report January 2004.
- Ciambottini V., Guglielmi F. (2003). *Valutazione della procedura gravimetrica per la misura di massa del materiale particellare*. CNR Technical Report April 2003
- Di Menno A., Ciambottini V., Giusto M., Montagnoli M., Febo A. (2002). *Aspetti critici nella misura di massa del particolato PM10*. Poster “Ariambiente”, Marina di Carrara, 11 October 2002.

Personal Interests:

Great passion for outdoor and team sports, travelling, mountaineering, photography.

Dichiaro di essere informato, ai sensi e per gli effetti di cui all’art. 13 D.Lgs. 196/03, che i dati personali raccolti, saranno trattati, anche con strumenti informatici, esclusivamente nell’ambito del procedimento per il quale la presente viene resa.