

Emilio Cassanelli

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My Professional Profile at Glance

*My professional career has been developed in **Europe, The United States, and China**, being appointed, from time to time, in positions of **Research and Development, Organization, Engineering, Production**, and finally in **General Management** of Italian-owned Companies, within the sectors of **Industrial Measuring, Precise Mechanical Manufacturing, General Industrial Automation, Automatic Packaging Equipment, Pneumatic Transportation systems, and relevant Applications**.*

Thanks to such wide variety of roles, I got the opportunity to gain a very good knowledge of all the company functions; particularly when being General Manager, I have organized a significant number of manufacturing companies' start-ups (6 legal entities, both WOFE and JV) within Mainland China territory, managing the legal establishment procedures, as well as the operations of factory set-up from "green field."

*For such purposes & roles, certainly with the support of great Italian specialists and staff, I have coordinated the search of the sites, the civil and industrial plant design, the relevant construction activities, the opening; I have then directed the **operations** to reach the set growing targets.*

*I have, year by year, consolidated a valuable expertise of the "**economic reports**" (P&L, and BS), and of the **budgeting** and **cost control** tools, as well as a good capability to recruit and develop key staff at different level abroad, managing international teams.*

*During my most recent experiences, I have also directly coordinated the **marketing activity**, and the search for **new customers**, also personally executing the first approaching steps and setting up the commercial negotiations.*

I have developed a certain ability to relate with people and institutions at the highest levels, as well as to correctly gauge the requirements of the shareholders, assuring reliability and transparency in the relations with the Company property.

*In 2023 I have been elected as **Board Member** of the **Italian Chamber of Commerce in China**, Shanghai Jurisdiction (Est China), then re-confirmed for a second term, and in this position I am honored to experience many opportunities and occasions to relate with Italian Companies in China, with the Italian Government local institutions, as well as with the local China authorities.*

Details on Professional Experience

Section 1 – Current Roles

❖ **June 2024 – on going – YOUNEXT Management Cosnulting (Shanghai) Co., Ltd SH, China**
YOUNEXT Management is a service Company registered in Shanghai that provides management advise, and practical support on various industrial consultation areas, such as market investigation, production localization feasibility, best site identification, green field start-up factory projects, supply chain development, local and overseas mergers and acquisitions.

Position: CEO, Senior Consultant

❖ **Jan. 2024 – on going – Italgroup Hydraulic Motors (Shanghai) Trading Co., Ltd. – SH, China**

Italgroupp Shanghai is a Company 100% owned by **Italgroupp S.r.l** of Italy. Italgroupp Shanghai was first established in China as a trading Company aiming to sell the Italian produced motors within China market. Local production is now within the target scope for the years ahead

China Core Business: Sales and After Sales Service of high quality and high performance hydraulic motors (now designed and produced in Italy), to be used in the mining industry, marine industry, and any other field where high moving power is necessary.

The China new plant is under preparation within the Shanghai Pudong Area, aiming to better serve the local market having a local convenient warehouse, assuring prompt technical assistance, as well as in house repairing.

Position: VICE PRESIDENT of CHINA OPERATIONS and GENERAL MANAGER

❖ **April 2023 – on going – RGS Environment Technology (Shanghai) Co., Ltd – Shanghai, China**

RGS Shanghai is a three-partis JV, among RGS IMPIANTI s.r.l of Italy, myself, and a Chianese party. RGS IMPIANTI s.r.l. of Italy is a Company fully devoted to design and produce industrial vacuum and dedusting equipment, as well as complex systems for automatic transportation of powders of many kinds, and for many industrial sectors. RGS Shanghai has been establish with the aim of developing the business of RGS Italy with mainland China.

Core Business: Import, local Engineering, Production and sales of industrial vacuum systems, dedusting systems, and pneumatic transportations equipment.

Position: SHAREHOLDER, and VICE PRESIDENT CHINA OPERATIONS

Section 2 – Past Roles and Experiences:

❖ **Jan. 2016 – March 2023 - Industry Technology (Suzhou) Co., Ltd. – Wujiang (Suzhou), China**

ITS is 100% owned by **CT Pack S.r.l** and belongs to the “A&C Technology Group” Company (Bologna, Italy). ITS was initially established in China to support the group sister-companies (based in Italy, France, US, Switzerland), for corporate special procurements, and development of local market & sales. Subsequently ITS has been turned into a 100% local engineering and manufacturing entity, focusing on local, and Far East customers.

Core Business: Engineering and Production of Automatic Packaging Machines for food Industry (Ice-cream, Bakery, Chocolate). Leader in China for ice-cream secondary packaging machines.

Position: GENERAL MANAGER, VICE PRESIDENT CHINA OPERATIONS

❖ **Sept. 2011 – Dec. 2015 - CMS (Wujiang) Co., Ltd. – Wujiang (Suzhou), China**

A “Gruppo CMS” Company (Marano Sul Panaro, Modena, Italy) specialized in design, engineering and production of high precision mechanical components, complex sub-groups, and complete automatic machines, for third parties. Main customer being Tetra Pack.

Core Business: Exclusive OEM of Automatic Packaging Machines for Milk Industry (Tetra Pack), other minors

Position: CHINA GENERAL MANAGER

❖ **Sept. 2010 – Aug. 2011 Marposs Italia SpA / Marposs SpA Bentivoglio (BO), Italy**

Worldwide leader in designing, production and commercialization of measuring systems for industrial environment.

Position: MANAGER OF CORPORATE PROJECTS

Key Activity: Definition and implementation of a new corporate worldwide control system for Marposs Group (~35 legal entities) for monitor the customer orders the related industrial costs; a system suitable as preconditional requirement for “public stock” entrance

❖ Jan. 1999 – July 2010 Marposs China Production Establishment Responsibility

Appointed, as **Legal Representative and General Manager**, to establish the Marposs engineering and manufacturing organization in China. The result has been achieved in steps, initially operating in Shanghai, then also in Wuxi, up to the final consolidation of all the relevant activities within Marposs Nanjing Automation, a legal entity initially born as JV (by acquisition of a local automation company), then transformed into WFOE. Time line being as below:

- **1999** Establishment of **Marposs Electronic Gauges (Shanghai) Co., Ltd. – Shanghai, China**
- **2004** Establishment of **MG Wuxi Co., Ltd. – Wuxi, China**
- **2006** Establishment of **Marposs Nanjing Automation Co., Ltd. – Nanjing, China**

Core Business: Engineering and Manufacturing of electromechanical gauges, computerized amplifiers, and complex machines as well, for high precision measuring and testing of mechanical parts, mainly within the car manufacturing industry

Position in all companies: **PRESIDENT, GENERAL MANAGER**

❖ June 1991 – Dec. 1998 Marposs Spa – Bentivoglio (BO), Italy

Marposs Group head Company

Last Position: **ASSISTANT TO THE CORPORATE ENGINEERING AND PRODUCTION DIRECTOR**

Appointed to follow strategic organization projects (improving company activities, in Italy and Germany), marketing (promotion of non-Marposs products in Asia) and corporate BD (preliminary phase of creating a JV in China).

First Position: **RESPONSIBLE FOR PROJECTS WITH EXTERNAL PRODUCTION (within the Standard Production Department)**

Appointed to coordinate the internal design (software, hardware, casing) and the subsequent engineering of products then assigned to external producers

❖ Sept. 1986 – May 1991 Marposs Techno Inc. – Boston (USA)

A Marposs Group Company

Position: **BRANCH MANGER (Resident Manager)**

I have created and managed a group of 16 software specialists, dedicated to innovative projects, developing “new generation” measuring amplifiers.

❖ Jan. 1982 – Aug. 1986 Marposs Spa – Bentivoglio (BO), Italy

Marposs Group head Company

Position: **INDUSTRIAL SOFTWARE DESIGNER ENGINEER** within the R & D Department

Personal Information, Education, Languages

Born in Guiglia (MO), Italy on September 19, 1955

Married with Chinese Citizen (Shanghai), one daughter who is Italian Citizen

Education:

- 1974 Scientific Maturity Diploma – Liceo Scientifico Alessandro Tassoni, Modena, Italy
- 1980 Master Degree in **Electronic Engineering** – University of Bologna, Italy
- 1980 Government Examination – Certified Professional Engineer (enrolled on the Engineers’ Albo of MO, Italy)
- 1981 Military Mandatory Service (“Third Missile Group” Volturmo, Oderzo TV, Italy)

Level of foreign language knowledge:

- **Italian:** Native
- **English:** Very Good (Read and Write)
- **French:** Reading/listen comprehension
- **China Mandarin:** Ability of elementary dialogue

LETTERA DI PRESENTAZIONE e MOTIVAZIONE

di EMILIO CASSANELLI

Candidato come CCIC Probiviro



Buongiorno a tutti,

Mi presento, sono EMILIO CASSANELLI, nato a Guiglia (MO) il 19 Settembre 1955, mi sono Laureato in Ingegneria Elettronica presso l'Università di Bologna nel lontano luglio 1980.

Come potrete vedere dal mio CV in disponibile in allegato, ho iniziato il mio percorso professionale, ad inizio 1982, come dipendente delle ditte Marposs (Bentivoglio, BO), leader mondiale per la progettazione e sviluppo di sofisticati sistemi di misura per ambiente industriale, sfruttando molto presto importanti opportunità di crescita tecnica e manageriale, fino al mio arrivo, stabile, in Cina, da gennaio 1999.

Ho vissuto e lavorato in Cina per tantissimi anni (quasi 28) interrotti solo da una piccola parentesi in Italia (tra 2010 e 2011), sempre con responsabilità apicale, e sempre nel settore della meccanica di precisione, nonché della costruzione di sofisticate macchine automatiche, prima per il settore delle misure industriali (Marposs), poi per il settore packaging di prodotti alimentari (latte, gelati, bakery e cioccolato), e ora per impianti di trasporto pneumatico, nonché di protezione dell'ambiente industriale.

Base tecnica a parte, durante questi anni, mi sono occupato direttamente di coordinare la creazione di alcune aziende (6) di varia natura sociale (WFOE, JV), da zero e/o tramite acquisizioni, maturando anche un'ottima conoscenza delle problematiche relative, nonché delle necessità di relazionarsi con gli enti governativi preposti. Tutti questi progetti, praticamente da greenfield, ben si sono sposati con la mia personalità di entusiasta proattivo, sempre disposto ad apprendere e di sviluppare cose nuove e diverse.

Attualmente sono ancora impegnato su vari progetti con responsabilità manageriale e/o consulenziale. Amo chiamare questa "la terza fase" della mia vita professionale, una fase più "diversificata", in cui posso, finalmente, spaziare parallelamente e creativamente su vari fronti, e con grande entusiasmo.

Ho ricoperto, per due mandati, la carica di **Consigliere** nella **Camera di Commercio Italiana in Cina**, circoscrizione di Shanghai..

Non avendo potuto proseguire candidandomi come Vice Presidente di Shanghai durante l'ultima tornata elettorale di fine aprile (impossibilitato, in tal momento, a garantire l'adeguata disponibilità), e' rimasta tuttavia, rafforzata, direi moltiplicata, la mia voglia di impegnarmi nei confronti della Camera.

Considerata la mia situazione attuale, ritengo appropriate proporre la mia candidatura a Probiviro, certo di poter contribuire proficuamente ed efficacemente per questa carica, a supporto del Consiglio Direttivo.

Ho vissuto tanti anni in Shanghai, che considero ormai la mia seconda patria e da cui, anche privatamente ho tanto ricevuto. Ritengo quindi giusto un mio impegno proattivo a favore della Camera Italiana su questo territorio che ammiro e che amo profondamente.

Non posso evidentemente prevedere quanto significativo ed efficace potrà essere il mio contributo, di certo posso garantire motivazione, attenzione, impegno e perseveranza.

Ringrazio in anticipo tutti quelli – tra Voi - che porranno fiducia nella mia candidatura e nel mio futuro operato. Sono e sarò sempre a completa disposizione per tutti coloro che vorranno consultarmi, in qualsiasi momento

Saluti cordiali e buon lavoro a tutti.

EMILIO CASSANELLI

Shanghai 24 Agosto, 2026