

Personal

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- Email**
michele.lnz@gmail.com
- Date of birth**
28-05-1988
- Place of birth**
Morbegno
- Gender**
Male
- Nationality**
Italiana
- Marital status**
Single
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- LinkedIn**
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Languages

- English ● ● ● ● ●
- Chinese ● ● ● ● ●

Interests

- Travelling, hiking

Education and Qualifications

Computer Engineering
Politecnico di Milano, Milan

Sep 2011 - Sep 2017

Work experience

Head of Procurement

NHOA Energy S.r.l., Milan

Jul 2021 - Present

- As Head of Procurement of the company, I define the procurement strategy of the group (within the different geographies) for indirect and direct purchasing to achieve cost reductions and secure supply.
- Reporting to EVP Global Markets and Development, I'm following all the projects from the development stage to the execution phase.
- I am leading a team of 4 buyers.
- Developing and implementing organizations and programs to manage direct material procurement globally, with a spend exceeding 90mEuro.
- Implementing an upstream approach to improve cost basis and reduce the dependency on third-party.
- Definition and negotiation of framework agreement with tier 1 battery manufacturers (NMC and LFP)
- Identify and develop long-term partnerships with key suppliers.
- Procured over 0.7GW power conversion system (PCS) and 1.4GWh batteries.
- Establish and define a local supply chain for MV and HV equipment.
- Working with R&D and product management to develop new solutions for our systems using competitive and reliable products
- Global Strategic Sourcing responsibility for strategic materials and commodities in order to find better deals and more profitable suppliers. Frequent business trips within the different countries to meet potential new partners.
- Monitor and report on relevant Procurement KPI.

Head of Procurement

ENGIE Eps Italia S.r.l., Milan

Jan 2018 - Jul 2021

- Integration of ENGIE's procurement policies inside ENGIE Eps's procurement department.
- Management of a procurement team of 2 buyers
- Purchasing strategy definition according to tasks and efficiency leads set by the General Manager
- Identify and develop long term partnership with key suppliers
- Draft and manage contracts for various suppliers & contractors
- Monitor and report on relevant Procurement KPI
- Cooperation with ENGIE Global Procurement Department

Head of Procurement

EPS Elvi Energy S.r.l., Milan

Jan 2016 - Jan 2018

- I reported to the CFO of the company, and I reorganized the Procurement Department achieving more efficiency and better supplier management.
- I developed, maintained, and optimized relationships and supervised all supplier relationship management activities including vendor performance reviews. Key Responsibilities:
- Structured and managed on a day-to-day basis in an efficient manner, the various company procurement processes - Negotiated contracts and supplier agreements

Purchasing Manager

Elvi S.p.A., Delebio

Oct 2007 - Jan 2016

Elvi Spa is an Italian company focused on Industrial Automation and Photovoltaic systems operating around the globe as system integrator. During this period I reported directly to the General Manager of the company and my key responsibilities were creating strategic partnerships with the key suppliers of this sector such as Siemens, ABB, and Rockwell Automation.