

Personal details

Luigi Rognoni

Born in Imperia (Italy) on July 18th, 1969

Address: via Carlo Botta 31 – 18100 Imperia (Italy)

Mob +393357566283

E-mail: luigi.rognoni@gicojuice.com

Nationality: Italian

<https://www.linkedin.com/in/luigi-rognoni-consulting/en>

Outlook

My target is keeping up my professional growth, using the skills gained over the years, my creativity, my organizational ability and my good attitude to teamwork, leadership, problem solving strategies and team building. I believe that the centrality of people is fundamental for the good functioning of any activity, and what I like to bring into an organization is the support and the inspiration of people in order to allow them to perform at their best, using their ability at their best and never stop growing their knowledge. Intuition, Feeling and Perceiving are my preferred functions, I've a great capacity to learn new things and I love to do [INFP is my Myers Briggs Type Indicator]. Exploring and accepting new challenges are my preferred way to be motivated to figure out the right way to achieve targets and to meet the vision and mission that are in front of me or the team I'm working in. I like interaction with people, I'm open to meet different cultures and eager to learn from them; the 13 years of the Sri Lanka experience helped me in learning first and grow then the ability to interact with different people, different attitude and different approaches. More than that, these 13 years have grown remarkably my knowledge about overseas operation management bringing a considerable and easy ability of movement, building relationships, communicating and sharing experiences with local people and activities.

Education and training

1988 – High School Diploma (58/60) (Transport and Logistic - Nautical and Navigation Sciences and Techniques) – High School "Andrea Doria" – Imperia

Job and Professional Experience

Since May 2020 Consulting and advisory services

- Period 2020 to date:

- Consulting, advisory and support services for innovation and optimization of organizations, processes and team management. Flow accelerator innovation projects. Provide management, leadership, coaching and experiential training for Companies and Organizations.
- Study, consulting, project management and support for Sailing school, sailing promotions programs and sailing teaching.
- Study, consulting, project management and support for sustainability related programs

Since 2008 Coach, Trainer and Team Leader at North Technology Group Sri Lanka (North Sails Manufacturing Pvt and Southern Spars) with following responsibilities:

Period 2016 – april 2020:

- Coaching of Teams involved in processes optimization (flow optimization, CRM re-organization, Supply Chain innovation)
- Training of Teams involved in new systems or processes (system implementation)
- Management optimization: support, advisory and mentoring to local management for strategies and teamwork
- Team Leader Demand Forecast management
- Achievements: Teams and individuals prepared for system/process implementation and successfully achieved the deployment of 2 new software and methodologies – Country management ready to take the wheel of the Company (Company now fully managed by local people, no expat residing permanently in Sri Lanka)

Period 2013 – 2015:

- Project Manager: restructuring the supply chain
- General supervision at NTG Sri Lanka (in cooperation with 5 other Divisional Manager) including strategies development, training of Country management team: people and resources management; teamwork and leadership training
- Business expansion Project Management: business system, processes and production line implementation for the new brand "Future Fibres" acquired by North Sails Group
- Achievements: Teams and individuals knowledge raised to understand, analyze and decide independently; Supply Chain Team coached to present a project for a complete restructure of Supply Chain process – New acquired successfully integrated into current process

Period 2008 – 2013:

- General supervision at NTG Sri Lanka (in cooperation with 5 other Divisional Manager) including strategies development, training of local management team: people and resources management; teamwork and leadership training
- Coaching of Teams involved in production and quality supervision
- Business coordination between NMS Sri Lanka and North Sails Europe
- Cooperation in product definition and production standards

2011-to date Event Consultant for Sport and Leisure events – with following responsibilities:

- Coaching of Teams to improve teamwork, results achievements and strategy advisory/support for Managers
- Given support to: Imperia Winter Regatta; Vele d'Epoca di Imperia; North Sails Model Sailing Sri Lanka tournament; Showtechies.com; independent Travel review and report for travel agent and Hotel chains.

2000-2010 Event Manager at Imperia Winter Regatta – International Sailing Event held in Imperia, Italy – with following responsibilities:

- Team Leader of the entire staff: 25 people ashore (secretary, sponsor relationships, Govt. relationships, operational, International Jury); 50 people at Sea (safety, race course organization, Race Committee)
- Team Leader of Organizing Committee: 10 people in charge of the complete organization of the event
- Sponsor relationships: manage the research of sponsors and the contact after agreement
- Responsible for marketing, communication (in cooperation with important Communication Firms) and promotion
- Achievements: the event became the most popular winter sailing event for the Classes involved, with the record of 350 boats participating and more than 1000 people among athletes, coaches and guests; it has been the venue of important European Championships.

2002 - 2007 Board member of North Sails Italy

Production manager with following tasks:

- in house production manager
- production planning
- production staff management (25-30 people)
- quality control
- definition of finishing standards
- supervision of outsourcing production

1999-2001 Dealer for North Sails.

1996-1998 associate and manager of Eversail srl (regional dealer for North Sails)

1994-1996 sailmaker at Eversail srl, regional dealer for North Sails. My tasks were mainly technical but also including sales activity.

1990-1993 sailmaker at North Sails Italy. Over these years I learnt the skills of sailmaking and sail design including top level projects as America's cup sails

Other Professional Experience

During my free time (and recently on a permanent basis) I teach sailing to Youth teams, both for beginners and advance level.

From January 2014 to December 2016 I've been member of the Board of Assonautica Imperia, an association dedicated to the development and support of nautical activity in the Province. For Assonautica I've been part of the Organizing Committee of a very important and popular sailing event called "Vele d'Epoca di Imperia – La Grande Regata – Panerai Classic Yacht Challenge" with general management and direct organizing responsibilities, that took place in September 2014 and September 2016.

2006 – 2010: Board Member Yacht Club Imperia and, in addition to IWR, I was in charge of communications, running the website and the press office.

1986-1989 summer work:

- Sailing coach at Imperia sailing school, both for beginners and competitors.

- Worker for a Company specialised in sea-based pollution control. Employed in hydrocarbon depollution and on-sea patrol.

Personal skills and competency

- **Mother tongue:** Italian
- **Other languages:** English: fluent writing and speaking skills
French: good writing and speaking skills
- **Skills:** Business systems, business processes, teamwork, teambuilding, leadership, problem solving, coaching, training, mentoring, learning, strategies to achieve business goals and targets, management, distribution and production processes, purchasing, supply chain and inventory management, demand forecasting, ERP, MRP, DDMRP (DDP Professional Certification); project management; event management; Sailing; Sailmaking and technologies related to engineering and production of sailcloth, sails, masts and rigging. Nautical license to pilot yachts longer than 24 mt (Nave da Diporto).
- **Attitudes:** Open-minded, insightful, perceptive, flexible and idealistic, I like to draw people together around a common purpose seeking new ideas and possibilities for the organization with a facilitative approach; I prefer unique way rather than usual one and a little eccentric style rather than a conventional one.
- **Other interests:** I like traveling alone or with my loved fiancée, to share with her these experiences. If I'm asked about my favourite place, I answer Paris, but also Sri Lanka with its culture and people captured my heart; and in reality, I like and love at the same level many other places in the World. I love cooking, skiing, playing nature sports in general, but my main passion is sailing, both for fun and racing. I am sailing coach for National sailing Federation, Race officer, and I am licensed to pilot yachts of any length. I like writing I always had interest for reading and for the Grand Opera, for which I've grown a remarkable passion, rediscovering the pleasure to go to theatres, and approaching then also to Opera Ballet.

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