

# CURRICULUM VITAE

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## PERSONAL DATA

**Name:** Sergio GEROSA  
**Place and Date of Birth:** Rome, May 6<sup>th</sup> 1965  
**Mobile:** +39-335-7198306  
**e-mail address:** Sergio.Gerosa@ThalesAleniaSpace.com  
**Nationality:** Italian



## EDUCATION

**University Degree:** AERONAUTICS ENGINEERING (Feb. 1991, University of Rome "La Sapienza")  
**Grades:** 110/110 (full marks) with distinction  
**Stage:** Von Karman Institute for Fluid Dynamics, Brussels, Belgium (1990)  
**Diploma:** Scientific Higher Education - Grades: 60/60 (full marks)

## LANGUAGES

**Native Language:** ITALIAN  
**Other Languages:** Good knowledge of written and spoken ENGLISH and FRENCH daily used for business.

## WORK EXPERIENCES

engaged with *Thales Alenia Space Italia S.p.A.* (formerly Alcatel Alenia Space Italia, and Alenia Spazio) in Rome since November 1991  
present qualification: **Executive (Dirigente)**

### **12/06 – present date** *Director Product Competitiveness*

In the frame of such role, he is responsible of implementation of product competitiveness activities throughout all Business Units and Industrial Units of the Company. In this frame, the Competitiveness Managers, which are in charge of implementation of competitiveness in each Units, reports to him. He reports directly to the Senior Vice President of Operations.

### **11/02 – 01/07** *Head of Commercial Telecommunication Programs*

In the frame of such role, he was responsible of Commercial Telecommunication Budget, he contributed to definition of market strategies, and coordinated the relevant commercial proposals. The Program Managers and the Contract Manager assigned to such a business line reported to him.

In the period 2004/2005 he was appointed as Risk Manager of the Telecommunication Division, having the responsibility to coordinate the risk management activities for all the relevant programs and proposal.

### **01/97 – 11/02** *Program/Proposal Manager*

Program Manager (PM) in the frame of the Satellite Telecommunication and Navigation Programs Area, applying state of the art techniques of Program/Project Management and Risk Management to complex high-technology projects. Responsibility in this role includes coordination of the project team, management of the program budgets of the order of tens/hundreds millions of Euros, official interface with Customers, etc.

Proposal Manager for several commercial initiatives for the following satellite telecommunication markets: European (with Alcatel Space and Eutelsat), Middle East (Israel and Iran), Far East (Russia and China), and African (South-Africa and Cameron).

### **09/95 - 02/97** *AIT & AIV Manager*

Responsibilities in this position included management and coordination of all the activities of Assembly Integration Testing and Verification for the Inter Orbit Link Antenna Pointing System of the *Artemis* satellite.

### **09/93 - 09/95** *Hardware Procurement Manager*

Responsibilities in this position included the monitoring/control of subcontractors for the procurement of on board equipment for satellite attitude and orbit control & data management system in the frame of *Artemis* program of the European Space Agency.

**11/91- 09/93                      *Engineering Activities***

Responsible of the Dynamic Analysis in the frame of the Artemis satellite and Project Designer for *Artemis/ICDS* program and *Platform Integrated Control System* program of the Italian Space Agency.

**03/91 - 11/91                      *Post Graduate Research at the University of Rome***

The research, entitled *Studies of Turbulent Flows by means of Laser Doppler Anemometry*, was undertaken at the Fluid-Dynamics Laboratories of the Mechanics and Aeronautics Department.

**PUBLICATIONS**

Author of the following paper, published as Cover Story on “*Project & Profits*”, Oct. 2002:

- "*Project Financing and Risk Management: a new challenge for program management in the space industry of the third millennium*",

Author of the following papers, presented in the frame of international symposiums:

- "*The Tower of Babel: When Communicating Becomes a Nightmare* ", PMI EMEA 2008, Malta, May 2008
- "*A Design to Cost Methodology to Manage Complex Product Development in the Space Industry*", PMI EMEA 2007, Budapest, May 2007
- "*Using Knowledge Elicitation Techniques in the Risk Assessment of Space Projects*", PMI EMEA 2006, Madrid, May 2006
- "*Project Financing and Risk Management: a new challenge for program management in the space industry of the third millennium*", PMI Europe 2001, London, June 2001
- "*Earned Value Management: How to avoid the 90% complete syndrome*" IPMA 2002, Berlin, June 2002
- "*Methods and applications of Risk Management in space programs*" & "*Earned Value Management techniques for engineering and prototype production activities*", 30<sup>th</sup> Annual Symposium of *Project Management Institute*, Philadelphia, Oct.1999
- "*Satellite Antenna Pointing System Verification Using the ESA Compact Payload Test Range* " Congress of the *Antenna Measurement Techniques Association (AMTA)*, Nov. 1997
- "*On the Design of Observers for Attitude Estimation of Geosynchronous Satellite*" 44<sup>th</sup> Congress of the *International Astronautical Federation (IAF)*, Graz (Austria), Oct. 1993
- "*Double and Triple Longitudinal Space Correlation Analysis within a Turbulent Boundary Layer*" - Optical Methods and Data Processing in Heat and Fluid Flow Seminar, London (Great Britain), Apr. 1992
- "*Analysis of a Completely Developed Turbulent Boundary Layer*" (in Italian) XI AIDAA Congress, Forlì (Italy), Sept. '91

**TEACHING EXPERIENCE**

Teacher of ***Project Management***, in the frame of:

- *Master in Satellites and Orbital Platforms* (since 2003) of the University of Rome “La Sapienza”
- *Master in Telecommunications and Navigation* (since 2004) of the University of Rome “Tor Vergata”
- *Master in Innovation of Aerospace Enterprises* (2006), of the University of Rome “La Sapienza”
- *New Employees Welcome course* of Thales Alenia Space Italia

Teacher of:

- *Passport to Program Management Course* of Thales University

**OTHERS PROJECT MANAGEMENT ACTIVITIES**

Member of the ***Project Management Institute***, an international professional organization dedicated to advancing the methods of project management. Member of the *Aerospace & Defense Special Interest Group* (in 1998), *Risk Management Special Interest Group* (in 1999/2000) and of the *Local Chapter* of Rome (since 1998).

**Associated Member of the Board of *PMI Local Chapter Rome*.**

**Member of the *Editorial Board*** of the ***International Journal of Engineering Management & Economics*** (Inderscience Publishers).