

European Curriculum Vitae Format



Contacts (*)

(*) Full Personal Information can be found at the very end of this document.

Name	Andrea Camporeale
Mobile Phone	omissis
e-mail	omissis

Who I am, what I have done and what I am actually doing

I think that I am a smart, frank and positive person; I am often recognized as a competent and professional contributor to challenging tasks.

During the years spent in Acer, I have reached the top technical role in the EMEA Region, as part of the Product Business Unit. At the end of that experience, while keeping my Engineering hat, I have dealt with sales & business management in the Business Management Dept (Business Unit Manager).

The iIMAGE S experience allowed me doing business development and operating in the machine vision & automation fields, that were completely new to me.

I am currently focusing on IxDAS - the firm I have established - and its solutions. I am developing the IxDAS customer base via a per-project approach, as well as the first IxDAS standard product: "Slicer", a machine-vision-based acquisition and measurement platform.

Professional Skills

Technical / Management Profile

I have been covering a management function for years, with a progressive career development.

I have started in a PC manufacturing site as SW Engineer, to then join Acer as European / EMEA Engineering Manager, in charge of Pre-Sales and Technical Support, Product Engineering, Production Engineering and Quality/Regulatory matters, across all product lines.

I am used to turn theories and technologies into products or practical and tangible solutions.

I have covered leading roles in the R&D field.

Software & Systems Development

I am very familiar with C, C# and VB.NET programming, targeting the Microsoft Windows operating system. I have been bringing to the market applications, products and solutions that have been delivered all around the world, with great commercial success and no incidents. (Ref. Acer Warranty Registration software).

I develop VR / AR applications and installations with Unity (www.unity3d.com). (Ref. www.arno66ar.it and related app, www.internetfestival.it).

Within my experience in iIMAGE S, I have been developing original and advanced automation and machine vision solutions. I am at home with handling the acquisition, computation and rendering of 3D point clouds and objects.

Product Management

I have a relevant background in the field of product development, from the very definition of the required features and positioning against competition & marketing mix, to its launch, value proposition to customers and service & support planning.

Project & Program Management

Concerning the project and program management, on top of the experience matured in Acer as lead or key contributor to the internal projects and programs, I hold a IPMA level D certification. I do consider project management one of the key techniques for achieving the desired results with an effective use of resources, no matter what the application field is.

Account Management, Sales

I enjoy the interaction with new potential customers and prospects.

The Acer external customers I have been dealing with directly so far (mainly large banks, dealers) have often expressed appreciation for my work and for me as a person.

Traveling / Negotiation / International breath

I am familiar with traveling, with the key European cultures and habits. I am used to negotiations with people from

middle-east and far-east regions. I am used to work in English.
I can deliver briefings, presentations and speeches to colleagues, customers as well as to medium/large audiences.

Team Leadership & Development

I am a strong and reliable team player, eager to achieve properly and on time the given challenges and targets. I always stand for my team and I like to be accountable for my responsibilities.
Leading technical teams, also scattered in the region, has been one of my duties. I have always been encouraging my team members to achieve an high level of independence in making decisions and performing their tasks, within given and wide boundaries. I have been supporting the transfer of some of the most valuable resources to other functions and non technical departments, where those individuals have performed quite well. I have been generally very satisfied by the personnel selection and hiring I have been doing so far.

Problem Solving

I usually find solution to problems that are effective, creative and robust/reliable.

Customer Support

I am accustomed to serving and supporting customers, including the appropriate handling of their encountered technical problems.
I have been a key contact point for technical incidents and product technical problems for Acer's customer support department.

"I enjoy making technology usable and easily understandable"

Organizational Skills and Competences	Capable to set up the processes and goals for the team and drive for the achievement of the given targets. Working experience in leading teams since year 2000. Able to work in a very competitive environment. Able to drive the team in achieving the medium term targets, adopting per-project, per-priority approaches. Used to remote, virtual teams. Used to cross-functional collaboration, particularly among Marketing, Engineering and IT.
--	--

Social Skills and Competences	Accustomed to play in an international, multicultural environment. Easy to establish and maintain interpersonal relations. Highly familiar with Taiwanese and Chinese working habits and culture. Used to deal with colleagues from all around Europe, Middle-East and South Africa. Very familiar with outsourced operations and dealing with technology suppliers.
--------------------------------------	--

Work Experience

July 2019 → ixDAS Machine Vision & Automation Engineering Founder I have started my own business in October 2019, with the mission of developing innovative Machine Vision solution in the automation field. ixDAS has developed, engineered tens of original solutions, mainly to automation OEMs and large manufacturers from the most different industrial sectors. The current/recent open projects are in the Rubber & Tyre, Wood, EV sectors.

2015 → June 2019 iIMAGE S Spa – omissis Leading Italian Distributor of Machine Vision products Business Development Manager / Smart Products Specialist In charge of Teledyne Imaging smart cameras, LMI Gocator products and MVTEC Merlic SW. I have focused on 3D machine vision applications and on LMI Gocator products particularly. As product specialist, I have facilitated the implementation of innovative machine vision solutions. I have been co-working with leading customer OEMs and large automation companies. iIMAGE S has contacted me to join the company, due to what done previously in Halley, that is their customer in the related geographical area.
--

2015 → August Halley Informatica S.r.l. – omissis Information Communication Technology / Industrial Automation Sales Manager – Automation Dept. In this role I have defined and executed a go to market and customer recruitment strategy, which made the automation

department to increase significantly revenue and amount of open projects.
Ref: packaging robotic line for Fileni (Italian leading food company).

June 2012 → 2014

Acer Incorporated – omissis

EMEA Engineering Manager – All Products

- Product Engineering function: maintain the communication with the local factory located in Hungary; overlook implementation of special product requirements, customer audits and field incidents / production issues.
- Pre-Sales Technical Support function: priority assignment of laboratory tasks (benchmarking, measurements, tender support). Direct involvement with strategic / relevant project deals for offer proposition and preparation of supporting documentation.
- Engineering Laboratory function: product acceptance tests, HW/SW product evaluation. Problem replication, escalation and fix.

Supervisor of a 6 people team.

P.O.A. (Power Of Attorney) with single signature for technical agreements and official formal declarations in behalf of the Company.

Lead / Involved on the key projects concerning the enhancement of internal capabilities and operations in serving the PC business of Acer, for EMEA.

Part time duty: assessment and improvement of the Acer EMEA Service & Support Organization, across the regional service centers.

I have spent consistent time in business management training and on-the-job training while managing the Server and Workstation Business Unit.

Recent Special Projects

- Definition, specification and development of a managed laboratory, with end-to-end handling on Microsoft Sharepoint, from internal customer support requests to automatic publication of results. Development of tools for handling tender financial support for the countries (TPS Tool) and operational adjustment reconciliation (OAR Tool), used throughout the EMEA region.
- Regional leading contact for product marking and regulatory matters.
- Key technical contact with strategic component vendors.

May 2008 → June 2012

Acer Incorporated – omissis

Information Communication Technology

EMEA Engineering Manager – Notebook, Desktop and Server

Same functional responsibility as before, but responsibility extended to Notebooks or to the core business products of the company.

Supervisor of a 8 person team.

- Participant of the key projects concerning the sales transformation initiative, aimed at re-designing the business and functional processes in a multi-channel marketing and multi-brand product offering.
- Lead on the key projects concerning the enhancement of internal capabilities in serving the PC business of Acer, for the region.

March 2007 → April 2008

Acer Incorporated – omissis

Information Communication Technology

EMEA Engineering Manager – Desktop and Server

- Same functional responsibility as before, concerning Product Engineering.
- Product coverage extended to Commercial Desktops, Server, Server Storage and Server Options.
- The new assignment followed the overall company strategy to strengthen the sales on the professional area.
- Specific program for tender support started, with involvement of HQ in Taipei.

Supervisor of a 5 person team.

Appointed as member of the Service Managers Committee concerning Service Process Engineering, with 1/3 time allocation.

The service organization needed a leap ahead in productivity, in order to support and sustain the company sales growth. Appointed to the position to capitalize the production optimization background.

March 2003 → February 2007

Acer Incorporated – omissis

Information Communication Technology

EMEA Product Engineering Manager – Consumer Desktop

- Production Outsourcing, New Product Introduction, B.O.M. Setup, ECR/ECN Communication.
- Technical PM for the VGA Business, for Acer world wide.
- Problem Solving and Technical Escalation to Vendors and Acer HQ.
- Direct engagement for Key Tender / Key Customers.

Supervisor of a 3 person team.

September 2001 → February 2003

C.M.S. S.p.a. – omissis

Computer Manufacturing

R&D Director

- SW Engineering, Diagnostic Tools, Platform and Components sourcing and validation. Problem Solving, Technical Sourcing, Technical Escalation to vendors.
- Direct engagement for Key Tenders / Key Customers.
- In charge of the Acer project from both Engineering and Quality perspectives.
- Achievement of the ISO9001/Vision2000 certification.

Supervisor of a 10 person team.

May 1998 → August 2001

New Service S.r.l. – omissis

Computer Manufacturing, Service

SW Engineer, Technical Specialist

- Platform and Components validation, Preload and Diagnostic SW creation, SW Design.
- In charge of the “IBM – Arno” project for the IBM Aptiva desktop PCs.
- Achievement of the ISO9001 compliance.

Leader of a 2 person team.

June 1997 → February 1998

MP Service S.r.l. – omissis

Service and Support Technician

PC and PC Peripherals repair and maintenance.

Special Training

October 2014

IPMA – International Project Management Association (www.ipma.ch)

IPMA Certified Project Management Associate

This certification covers project management skills and best practices.

April 2014

ITA-STQB – Italian Software Testing Qualifications Board (www.istqb.org)

ISTQB Certified Tester – Foundation Level

This certification covers software testing and validation procedures.

March 2011

Politecnico di Milano University, Como – ITALY

Introduction to Multivariate Analysis

This statistical technique can be used for predicting figures before actual testing is conducted.

June 2010

Prima Ricerca & Sviluppo / Confcommercio, Como – ITALY

Responsibility of Manufacturer / Importer and control / inspections in EU

This seminar offered an overview on the legal responsibilities of manufacturers and importer of electronic devices, for Europe; this training was functional to getting ready for the inspections first requested by the EU and then progressively ratified and implemented by several EU countries.

April 2006

Acer Incorporated – Human Resources Dept.

People Management Effectiveness – Managing / Supervising Skills.**October 2005**

MARKUP – Human Resources Development Consultancy, organized by Acer Human Resources Dept.

Finance for non-financial Managers.**March 2005 → June 2005****Personnel Decisions International**

Assessment and Development of Management Skills – Managing / Supervising Skills.

June 2002**Adecco Management School**

“Team Assessment” and “Drive the Change” tracks.

2000**IBM – International Business Machines** – R&D Team based in IBM Research Triangle Park, Raleigh, NC – USA
SW Preload Creation, Recovery solution creation for the IBM Aptiva desktop PCs.**→ 2014**

Microsoft, Intel – Key players of IT Industry, Strategic Vendors

Technical Knowledge: Microsoft OPK and Pre-OPK Fests from Windows 98 until Windows 7; Microsoft WinHEC. Intel IDF and NPW.

Engaged in or Lead for the key meeting and briefings with Vendors.

1996

Centro Formazione Professionale di Pisa

“PC Repair and Maintenance Technician” qualification

This training put me in touch with CDC (CDC Point S.p.A, Fornacette (PI) – ITALY), as “best in class” from the course and it offered me the possibility to apply to PCs production some of the knowledge and passion I have matured on PCs. This collaboration with CDC is not reported anywhere else in this document, as it did not led to anything cotractually established. In CDC I have worked in the “Reparto Tecnico”, with the mansion of providing technical support to the italian Computer Discount franchaisees.

Education**1991**

Diploma di Maturita' Scientifica.

Language Skills

	English	French	Italian
• Speaking	Fluent	Basic	Mother tongue
• Listening Comprehension	Excellent	Intermediate	Mother tongue
• Reading	Excellent	Intermediate	Mother tongue
• Writing	Very Good	Basic	Mother tongue

I have studied French at school for 8 years, with fairly good results. This language has been dismissed in favor to English. I am confident that I could recover my French skills quite rapidly and easily.

I can deliver speeches to a medium/large audience.

Other Skills and Misc.**Hobbies**

Full Personal Information

Name	Andrea Camporeale
Address	omissis
Mobile Phone	omissis
e-mail	omissis

Date of birth	omissis
Personal Status	omissis
Nationality	omissis
Driving License(s)	omissis