

DANILO TERAMO

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Results driven and goal oriented Quality Manager, offering 15+ years of progressive experience in quality management, strategic business planning, financial and personnel management, logistics and contractors management. Accomplished and committed Management Professional, with strong background in developing and enhancing industrial policies, managing quality management systems, improving operational efficiencies and implementing lean manufacturing and continuous improvement procedures. Able to transparently collaborate with all levels of leadership, clients, technicians, and logistics individuals to expedite and ensure complete project success. Forward-thinking leader and enterprising problem-solver with tactical vision, keen bottom-line focus and a confirmed ability to identify root causes, devise efficient resolutions and maximise performance. Proficient in Windows and Mac environments.

*Quality Management • Strategic Business Planning • General Management • Logistics and Supply Chain • HSE Management
Team Building and Leadership • KPIs Development and Monitoring • Field Operations • Procurement Operations
Construction and Commissioning • Lean Methodology • Project Management • Drilling Rig Operations*

KEY SKILLS ASSESSMENT

- ❑ Outstanding communicator, highly adept at working with diverse students, groups, and clients to develop training that exceeds expectation, whilst building and lead outstanding quality management and technical teams.
 - ❑ Assume complete ownership of all projects and assignments, with a strong commitment to quality and customer satisfaction.
 - ❑ Offer exceptional ability to break complex problems down into simpler forms, enabling others to contribute to their resolution.
 - ❑ Versatile and capable of performing quality focused roles like Interim Global Account Manager & Operations Support Manager.
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PROFESSIONAL CAREER OUTLOOK

SCHLUMBERGER DRILLING & MEASUREMENTS, AL-KHOBAR, KINGDOM OF SAUDI ARABIA

2015 - 2015

Quality Manager

- ❑ Spearheaded a highly skilled team of five individuals regarding highest level of quality for the business area of Saudi Arabia and Bahrain, whilst ensuring the implementation of procedural adherence culture and compliance to quality management system.
- ❑ Successfully initiated a wide range of business systems related to quality management, performed revision of work processes and renewal to adequate to business evolution, as well as carried out internal audits and Remedial Work Plans development.
- ❑ Established and sustained KPIs, identified and followed-up trends, reviewed failure analysis and remedial actions effectiveness.

SCHLUMBERGER ENGINEERING MANUFACTURING AND SUSTAINING, HOUSTON TX, USA

2014 - 2015

Quality Systems Manager

- ❑ Proactively designed, deployed and maintained Quality Management Systems in Houston based product centre of Schlumberger. Ensured the complete adherence to ISO9001-2008 certification and accountable for reliability of newly manufactured products.
- ❑ Employed standard work instructions, executed continuous improvement programme through Lean Six Sigma methodologies including Hoshin planning and managed environmental Effect and Characterisation Facility or Customer Assurance Test facility.
- ❑ Performed root cause analysis on defective products and administered the release of customised local policies and procedures.

ENI, SCHLUMBERGER DRILLING & MEASUREMENTS, MILAN, ITALY

2013 - 2014

Interim Global Account Manager

- ❑ Supervised all aspects of account related to operations and services provided by the Schlumberger Drilling and Measurements.
- ❑ Achieved significant account growth above targets and ensured smooth transition to newly appointed GAM. Strengthened professional working relationships with the ENI'S executive management and leadership in both G&G and Drilling departments.
- ❑ Covered ad interim while keeping full responsibilities as Operation Support Manager East Africa, which were handled remotely.

SCHLUMBERGER DRILLING & MEASUREMENTS, DAR ES SALAAM, TANZANIA

2012 - 2014

Operations Support Manager and Quality Manager

- ❑ Directed the deployment process in emerging market of East Africa region, whilst maintaining full compliance with company's quality standards. Dealt with assets' procurement needed for operations including logistic management to final destination.
- ❑ Assured full mobilisation of four deep-water and eight land projects in East Africa Region, and installed repair base in Tanzania.
- ❑ Effectively managed the construction and commissioning of three fast deployment bases, from design stage to commissioning.

SCHLUMBERGER DRILLING & MEASUREMENTS; RAVENNA, ITALY**2009 - 2012****Maintenance Manager and Operations Support Manager**

- ❑ Led a team of 50 people including technicians, team leaders and supervisors, logistics and supply chain personnel. Accountable for a full cycle of maintenance process, asset management, logistics, supply chain, and full restructure of maintenance facility.
- ❑ Project managed the restructuring repair and maintenance facility located in Ravenna (Italy) from design stage to fully operative (grand opening 2010). Zero days during construction work and zero lost time injuries while keeping the facility fully operative.
- ❑ Implemented the lean methodology, halved the maintenance costs and doubled the capacity between July 2009 and July 2011.

SCHLUMBERGER DRILLING & MEASUREMENTS; LAFAYETTE, LOUISIANA U.S.A**2007 - 2009****Quality Manager**

- ❑ Headed a team of five personnel, and responsible for the business area quality of Gulf of Mexico. Carried out full failure analysis process and product delivery to final clients as well as development of real time performance monitoring
- ❑ Successfully implemented Lean methodology and revised work processes and renewal to adequate to the business evolution.
- ❑ Designed, developed and implemented multiple business systems related to the quality management (company's award winner).

SCHLUMBERGER DRILLING & MEASUREMENTS, EUROPE**2001 - 2007****Field Engineer**

- ❑ Supervised field operations on drilling rig of assignment, qualified for running all services offered in the company's portfolio.
 - First horizontal well logging while drilling in east Europe (2006)
 - First Formation Pressure While Drilling in Europe (2006)
 - First Formation pressure While Drilling in Libya (2006)
 - First 'sourceless' logging while drilling worldwide (2005)
 - First Formation Pressure While Drilling in North Sea U.K. sector (2006)

PROFESSIONAL EDUCATION

Electrical Engineering and Industrial Automation studies with focus on electricity principles, electrical machines and analytical processes. Technical Institute "Galileo Ferraris" in Savona, Italy - Associate Degree, 1991

ADVANCED TRAINING

IPC610 Certification	2014
Sales and Negotiation Training	2013
Advanced Management seminar - "Build teams that deliver"	2012
LEAN SIX SIGMA Green Belt	2010
Auditing and Investigation seminar	2009
Basic Management seminar	2007
People Management seminar	2004

COMPUTER SKILLS

Microsoft Office suite - Word, Excel, PowerPoint, Outlook, OneNote, Adobe Acrobat, Windows and Mac OS X Environment

LANGUAGES

Italian - Mother Language | **English** - Fluent (2nd language) | **Spanish** - Basic Understanding, Basic Spoken
French - Basic Understanding, Basic Spoken | **Russian** - Basic understanding