CURRICULUM VITAE



Name	MASSIMILIANO CESARINI
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E-mail	massimilianocesarini@gmail.com
Nationality	Italian
Date of birth	23/09/1983
LinkedIn	https://it.linkedin.com/in/mcesarini
Status	Married, 9 children

EDUCATION AND TRAINING

• Period	September 2005 – January 2008
• Title of qualification	**Master Degree in Mechanical Engineering**
• Final Result	**110/110 Summa cum Laude**
• Organization	University of Bologna, Italy. Faculty of Engineering
• Subjects	Subject of thesis: energy efficiency in the aqueducts. Project in collaboration with Dufenergy (Duferco Group)

September 2006 – June 2007
Education Abroad Program
Dean's honors received for all the three quarters
University of California, Santa Barbara (UCSB)

September 2002 – October 2005
Bachelor Degree in Mechanical Engineering
110/110 Summa cum Laude
University of Bologna, Italy
Subject of thesis: "Virtual Model of a Gas Turbine Plant in the Simulink of Matlab Environment"

September 1997 – July 2002
High School Diploma
100/100
"B. Rosetti" Scientific Liceo, San Benedetto del Tronto (AP), Italy

OTHER COURSES AND CERTIFICATES

- 2016 - 2023 – Speaker at several ISPE events as well as other pharmaceutical equipment workshops
- 2016 – 2020 – Speaker at the Cell&Gene Therapy World Conference held in Miami
- 2016 – Coursera – Financial Engineering and Risk Management Part 1
- 2013 – Coursera – Introduction to Finance
- 2007 – UCSB – Graduate Program for Management Practice – Technology Management Program
- 2007 – UCSB – Seminar "Emerging Energies Technologies Summit 2007

WORK EXPERIENCE

• Period	July 2023 – December 2024
Name of employer	**Omnia Technologies Group**
Main activities and responsibilities	**Managing Director Life Sciences Division**

- Led the **P&L management** and strategic decision-making for the Life Sciences Division, growing it from a single entity acquired in May 2023 to a group comprising three legal entities.
- Oversaw **operations and corporate integration** across the group, ensuring seamless alignment in sales, operations, administration, and EHS compliance.
- Established the **Omnia Life Sciences** brand, positioning it as a market leader through targeted branding and strategic initiatives.
- Developed a **strategic M&A roadmap**, working closely with Investindustrial partners to identify and integrate growth opportunities, driving long-term value creation.
- Guided teams across geographies to align on common goals, enhancing efficiency and collaboration across all functions.

• Period	*January 2021 – May 2023*
Name of employer	**Romaco Bologna part of Romaco Group (Pharmaceutical Machineries)**
Main activities and responsibilities	**Sales Director**

Managing the entire sales team composed of Product Sales Managers, Sales Assistants and Project Engineering and Marketing for a total of 25 headcounts.

I have been responsible to drive the team into a successful growth path particularly focusing on the get rate (hit rate) results. Among my duties there was also a focus on building up the brand of Macofar and Promatic thru dedicated marketing campaign and product development session with our RnD department.

• Period	*2015 – Dec 2020*
Name of employer	**Comecer SpA part of ATS Group**
Main activities and responsibilities	**Director, Sales Pharma**

Managing the entire sales team composed of direct sales and agencies. Built up the American office and Asian office to improve presence in the areas. Manage an overall turnover of around 30mln€ coordinating the product development strategy and the value proposition approach. Fields always pharmaceutical machineries which involves manufacturing and packaging in pharma and ATMP (Advanced Therapy Medicinal Products)

As part of my role I was part of the management team in the M&A process which brought Comecer being acquired by ATS Automation. In particular the core value strategy in the vendor due diligence has seen my active involvement from the early stage of the discussion till the acquisition execution. Data on the deal are publicly available and show the extremely high value recognized to Comecer by ATS.

January 2012 – 2015

Comecer SpA

Global Sales Manager – Pharma and ATMP Divisions.

I am responsible of a team composed of: Area Managers, Solutions Managers and Pre-sales engineers assigned to the business unit. My role is mainly assuring the correct strategy definition and execution in order to achieve revenues and profit target. Budgeting and target assignment are part of my duties with at the same time a strong involvement within the product development and marketing coordination.

Over the years the Division turnover has been growing 30% per year, expanding the market share in existing products and developing new ones.

February 2011 – January 2012

Comecer SpA

Product Manager – Isolation Technology Division.

I was in charge of the development of standard product for the business unit in terms of identification of the technical requirements together with target pricing coming from market evaluation carried out with the Sales force.

June 2009 – January 2011

Comecer SpA

Project Manager

I was responsible for several major projects involving scheduling, cost control and customer relationship management

• Period	*January 2008 – May 2009*
• Name of employer	**Duferco Group – Duferco Engineering – Lugano (Switzerland)**
• Main activities and responsibilities	**Development Project Engineer** – Technical and Economical Feasibility Study for New Investment in the Power Generation Field

• Period	*April 2007 – June 2007*
• Name of employer	**Mechanical and Environmental Engineering Department, University of California, UCSB**
• Main activities and responsibilities	Research Assistant – I was in charge of studying the realization of a physical model of a non linear system, precisely I made the calculation to determine the dimensions of the main parts

AWARDS AND PUBLICATIONS

- 2016 – **Patent** for Flexycult ™ - Modular Incubation System (Inventor): revolutionary technology for cell culturing
- 2014 – **White Paper:** Sterility and Cross Contamination Challenges in Tissue Engineering and Regenerative Medicine
- 2014 – **White Paper:** The redesign of a Tissue Regeneration Laboratory ….
- 2012 – **White Paper:** Glove Integrity Testing: pressure decay method, performance qualification

PERSONAL SKILLS AND COMPETENCES

LANGUAGES

Italian (mother tongue)

English (professional proficiency)

MEMBERSHIPS

- **2023 – present: Chair of the Sterile Product Processing CoP of the ISPE**
- 2021 – 2023: Co-Chair of the Sterile Product Processing CoP of the ISPE (International Society for Pharmaceutical Engineering)
- Different Groups on Pharma and Biotech Industry on LinkedIn
- *May 2004 – September 2006*: **Member of the Engineering Faculty Committee** (University of Bologna);
- *May 2004 – September 2006*: **Member of the Programmatic Committee of the Faculty of Engineering** (University of Bologna);

TECHNICAL SKILLS

Advanced knowledge of:

- operating systems such as Windows and MacOS
- Office pack: Word, Excel, Power Point, Visio, Project

SOCIAL SKILLS AND COMPETENCES

- Leadership
- Coaching
- Innovation
- Product Development
- Negotiation
- Public Speaking

I authorize for the treatment of my personal information regarding the Legislative Decree 196/03

Massimiliano Cesarini