

curriculum vitae



personal information

name and surname	Villa Alessandro
home address	Via Vaiarini n° 61 29121 Piacenza Italy
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legal residence	Loc. S.Anna 34/A 29021 Bettola Piacenza Italy
E-mail	alessandrovilla005@gmail.com
Date of birth	07/10/1965

Work Experience

Date	01/10/2019 Healthcare Consultant
Occupation or position held	Healthcare strategic consulting From 1/10/2020 contract professor at the University of Trieste Lean management in healthcare, Master's degree in clinical engineering Healthcare transformation, analysis and definition of healthcare models by region, district and hospital structures Consulting, design, implementation Diagnostics Solutions, TLA Instrument and complex organization Analysis and Application of Toyota LEAN processes in a hospital environment
Date	05/05/2014 Healthcare Consultant
Occupation or position held	Lab Advance Consultant Healthcare strategic consulting Healthcare transformation, analysis and definition of healthcare models by region, district and hospital structures Consulting, design, implementation Diagnostics Solutions, TLA Instrument and complex organization Analysis and Application of Toyota LEAN processes in a hospital environment
Company	Roche Diagnostics S.p.A.
Type of business or sector	Area Public Hospital and Private Healthcar

Main activities and responsibilities	<p>Healthcare Strategic Consulting – Workflow and LEAN Consulting</p> <p>Analysis and definition of healthcare models by region, district and hospital structures Consulting, design, implementation Diagnostics Solutions, TLA Instrument and complex organization Analysis and Application of Toyota LEAN processes in a hospital environment.</p> <p>During my experience at Roche I have collaborated with the Puglia Region for the proposed of the new network of public laboratories, with the Calabria Region for the proposed of the new network of public laboratories, in Lazio region with a commission evaluation of the "resolution for the reorganization of public laboratories".</p> <p>I participated in the strategic consulting "Evolutionary strategy of the network of sampling centers with a strong focus on territorial reorganization, a reduction in waiting times for users, and associated operating costs", at ASL3 Genovese, with the role of TEAM LEADER for the Visioning Workshop and 3 RIE</p> <p>I participated in the strategic consultancy "Development of a laboratory development strategy with a strong focus on reducing operating costs", at the Padua Hospital Laboratory (P. Mario Plebani), with the role of TEAM LEADER for 3 RIE</p> <p>I led the strategy consulting "Determining the best organization and the best services for the citizen, supporting the objectives of the Laboratory." In this particular experience I have determined the introduction of the liberal profession (ALPI) and a new method for assessing staff training and professional growth for the ASPAgrigento-Sciacca</p> <p>I realized the strategic consulting at the Hospital of Bolzano for the definition of evolution strategy of the new analysis laboratory</p> <p>I participated in the strategic consulting Tuscany Region, North West sector, for the proposed new network of public laboratories</p> <p>Furthermore I done several consultancy works based on analysis of the workflow and waste with LEAN methodology with the aim of improve the processes in the laboratories</p> <p>I participated in several tender task forces, realizing the executive summary of the project documents</p>
Date	01/05/2010
Occupation or position held	Laboratory Workflow Consultant - Lean Application Expert
Main activities and responsibilities	<p>Analysis and Application of Toyota LEAN processes in a hospital environment</p> <p>Consulting, design, implementation Diagnostics Solutions, TLA Instrument and complex organization</p> <p>During my experience in Abbott I was a member of the European consultancy TEAM doing consultancy work on the analysis of workflow and waste with the LEAN methodology with the aim of improving processes in laboratories</p> <p>I have also participated in various tenders for the executive summary of the project documents</p>
Company	Abbott s.r.l.
Type of business or sector	Area Public Hospital and Private Healthcare
Date	01/03/2008
Occupation or position held	ImmunoChemistry Consultant
Main activities and responsibilities	Consulting, design, implementation and organizational Instrumental Diagnostic Solutions
Company	Abbott s.r.l.
Type of business or sector	Area Public Hospital and Private Healthcare
Date	01/02/2000
Occupation or position held	Sales Functionary for Emilia Romagna
Main activities and responsibilities	Top customers in Emilia Romagna

Company	Abbott s.r.l.
Type of business or sector	Area Public Hospital and Private Healthcare (Lab Analysis - Blood Center)
Date	15/01/1995
Occupation or position held	Sales Functionary for Emilia Romagna - Lombardia
Main activities and responsibilities	Sale Diagnostic Systems; Specialist
Company	Ortho CLinical Diagnostics J&J
Type of business or sector	Area Public Hospital and Private Healthcare (Lab Analysis - Blood Center)
Date	01/10/1988
Occupation or position held	Sales Functionary for Emilia Romagna – Lombardia - Piemonte
Main activities and responsibilities	Sale Diagnostic Systems
Company	Sanofi Diagnostic Pasteur
Type of business or sector	Area Public Hospital and Private Healthcare (Lab Analysis - Blood Center)
Date	01/04/1987
Occupation or position held	Sales office– Focal Point marine kit
Main activities and responsibilities	Support to sales
Company	Carlo Erba Reagenti
Type of business or sector	Area Public Hospital, Private Healthcare and marine industry

Istruzione e formazione

Date	06/85
Title of qualification awarded	High School Diploma - Perito Chimico 58/60
Name and type of institution, education or training	Istituto Pacinotti – Codogno (LO)
Date	1986 - 1988
	Facoltà di ingegneria Chimica - Politecnico di Milano

Name and type of institution, education or training

During my working path I have attended sales training courses, LEAN, communication and leadership

- Miller Heiman Strategic Selling - Miller Heiman Group (2020)

-VSA & 3P advanced – Castlefirth (2020)

-LEAN advanced – Castlefirth (2018)

- VSA & 3P – Castlefirth (2018)
- Rischi in materia di salute e sicurezza SPEC_SSL (2017)
- Time and priorities management - Krauthammer (2016)
- Strategic Consultancy & Visioning Workshop – Castlefirth (2015)
- Change Management – Management Training Krauthammer (2014)
- Rischi in materia di salute e sicurezza SPEC_SSL (2014)
- LCS Lean Competency System Level 1c Simpler-Cardiff University (2014)
- Trinity College - Frequency of Level 8 English Language Conversation (2013)
- Project Management I.F.O.A. cod CCS01 (2012)
- Trinity College - Frequency of Level 7 English Language Conversation (2012)
- Trinity College – Certificate of Level 6 English Language Conversation (2011)
- Motu Novu: Green Belt Certification Lean (2010)
- Trinity College - Frequency of Level 5 conversation English Language (2010)
- PathWay: Lean-Six Sigma Plus Basic Solution (2010)
- CSS: Advanced Selling Skills Consultant (2010)
- Midas: Effective communication, Transactional Analysis (2009)
- Trinity College - Certificate of Level 4 English Language Conversation (2009)
- CSS: Consultant Selling Skills (2009)
- Galgano: Lean Enterprise (2009)
- PathWay: Lean-Six Sigma Basic Solution (2009)
- FORUM : Consultive Skills (2006)
Sales talks focused on the customer
- Gestures: Process of scientific management and application (1997)
- Partenope Education : Bachelor of communication and leadership (1995)

Personal skills and competences

Mother tongue **Italiano**

Other languages

<i>Self-assessment</i> <i>European level (*)</i>	understanding		Speaking		Writing
	listening	Reading	Interaction	Spoken production	Writing production
English	B2	B2	B2	B1	B1
French	C1	C2	C1	C1	A2

(*) Common European Reference for Languages

Social skills and competences

Many years of experience as a public administrator 1992 Candidate for mayor of a city in Emilia Romagna

Computer skills and competences

Experience with use of the most popular software packages, Office, Project, Visio, CAD for Windows, Linus, Mac Os
Experience compiling in DOS.
Experience and use of both wired and wireless net.
Detailed knowledge of the hardware.

Driving license

Driving license category B