

EUROPEAN FORMAT  
CURRICULUM VITAE



PERSONAL INFORMATION

Name **PIERVITTORIO FARABBI**  
Address  
  
Mobile  
Mobile  
E-mail  
E-mail PEC [farabbip@pec.libero.it](mailto:farabbip@pec.libero.it)  
Nationality **Italian**  
Status **Married**  
Date of birth **23 MAY 1966**

WORK EXPERIENCE

- Dates (from – to) September 2011 – Current
- Name and address of employer SASE – Umbria International Airport  
Strada Aeroporto snc 06123 Perugia (ITALY)  
Airport Management  
Accountable Manager & Managing Director  
SASE is the airport operator of San Francesco di Assisi, the regional airport of Umbria (Central Italy) that has recently completed a major capex project both airside and landside. As its Managing Director, tasked with:
  - Manage day by day airport operations, coordinating with all involved state and local agencies;
  - Coordinate ramp and security workforce and provide guidance for all front-line, ramp and custom care activities;
  - Manage human capital and all training and OJT programs;
  - Cover the role of Post-Holder Terminal and Post Holder Movement;
  - Warrant financial sustainability as per current EU and state regulations.
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities  
Main achievements include:
  - Coordinated the successful opening of the new terminal, included systems' testing and operational readiness, in full compliance of EC Regulations about Airport Security and passenger experience;
  - Achieved double digit traffic growth from 2011 till 2016;
  - Renegotiated all existing agreements with Airlines and other operators, having added new carriers and several new destinations;
  - Secured the opening of a new FBO to promote executive and business traffic;
  - Written the revised Business Plan used to secure full-fledged, State-granted 20-year concession;
  - Secured and maintained airport certification as per Italian and ICAO Annex 14 requirement, as well as planning the certificate conversion to the new EC Reg 139/2014;
  - Reduced annual deficit by 75% in 5 years by implementing cost-cutting measures, work-force efficiencies and by improving revenue streams.

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April 2006 – August 2011

IATA - International Air Transport Association  
Place Victoria, Montreal (CANADA)  
Aviation Consulting Services  
Manager

IATA is the worldwide airlines' trade association, with main and local offices in over 90 countries. Airline Members account for over 95% of international passenger traffic. Headquartered in Montreal, Canada and Geneva, Switzerland.

- Assigned to the IATA Consulting Division, as manager responsible for commercially-driven projects in Air Traffic Management and integral part of the Airport Planning Team.
- Completed projects in five continents, established new advisory services, coordinated initiatives with core technical IATA and ICAO units, identified new suppliers and external consultants.
- IATA Consulting is responsible for over US \$10M in annual revenues, with solid bottom-line directed towards financing IATA not-for-profit initiatives, such IOSA or Simplifying the Business.

Achievements:

- Exceeded 2006/2010 financial targets for assigned revenue/cost center.
- Successfully orchestrated RFP's and contract negotiations in Africa, Middle East and Latin America.
- Established closer working relationship with a larger group of external suppliers, partners and independent consultants.
- Lead and coordinated projects with multidisciplinary and multinational teams.
- Committed to support IATA Green Initiatives to reduce globally the environmental impact of aviation.
- Responsible for preparing, acquiring and managing the largest IATA Consulting Project to date in Nigeria to implement PBN at 22 international and domestic airports.

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2004 – 2006

Freelancing  
Aviation Consulting Services  
n/a

Collaboration with aviation operators and firms on several different airport-related topics. Advisor to NATS Business Development Unit on a tender for ATC-related services for the Italian Air Navigation Service Provider ENAV. Also support to safety-related audit and assessments. Program managed the development of Apron Management Service for Catania Airport in accordance w/ ENAC regulations. Contributed to Airport Manual (as per new ENAC Certification Manual) and initiated auditing of Airport Manual, Handling Manual and Apron Manual for Catania Airport. Supporting Finmeccanica effort in marketing Airport Security-related own products in the North American market.

Contributed to Airspace Relocation Study, and related Risk Assessment, for Linate Airport in coordination w/ Air Support, Italy and NATS, UK. Senior team member of an Air Support Simulation Team for the development of a full scale SIMMOD Airfield/Airspace Model of Rome-Fiumicino International Airport in collaboration with AdR and AdR Engineering.

Team member of an URS-lead effort for new Terminal Project in Southern Italy and preparing an US-Italian professional team of experts in Airport Noise and Land Use in response to a RFP of the Civil Aviation Authority of Jordan.

- Dates (from – to)
- Name and address of employer
- Type of business or sector
- Occupation or position held

2001 – 2004

Landrum & Brown Europe Srl  
viale Castello della Magliana 38, 00148 Roma (ITALY)  
Aviation Consulting Services  
Associate

- Main activities and responsibilities

Maintaining continuous oversight on European and Mediterranean markets and clients; establishing relationship and monitoring activities of Italian and European Aviation Agencies and local US Federal Agencies branches; management of current airline/airport projects; participation to multinational EU-funded R&D projects on safety, security, noise, training.

Duties also included responding to RFQ/RFP's, tender management and coordination, customers' follow-up, etc.

The consulting activity involved planning and design for large infrastructure projects for both private investors and governmental agencies, including feasibility studies for *green-field* and regional airport systems, multi-modal transportation systems and large-scale logistics/cargo centers.

Project involvement included Chicago Airport System, Alitalia Milano-Malpensa and Roma-Fiumicino hubs, New Toronto International Airport, Catania Airport Airfield Development, Calabria Regional Airport System, New Regional Basilicata Airport, Linate Airport Noise Study, Anchorage Airport (New Logistic Development), etc.

- Dates (from – to)

1998 – 2004

- Name and address of employer

Landrum & Brown Inc.  
1021 W. Adams St. Suite 200, 60607 Chicago, IL (USA)

- Type of business or sector

Aviation Consulting Services

- Occupation or position held

Analyst then Consultant

- Main activities and responsibilities

As part of the Environmental, Facilities & Operation Practices first and the Financial Practice later on, I have been involved in several development airport projects in USA, Canada, South America and Europe.

Tasks included Airline Fleet Mix and Aircraft Characteristics Research, Schedule Building, Gate Control Simulation, Flow Control Analysis, Airspace/Airfield Simulations and Airspace/Airfield Capacity Analysis, Environmental Studies, Large Infrastructure Planning, Operational and Safety Analysis, Forecasting, Financial Modeling, Security Analysis, Airlines and Airport Performance Analysis. I have been also involved in Airport Privatization Projects in South America (Argentina, Chile) and Italy (Aeroporti di Roma and Sagat - Torino).

- Dates (from – to)

1997 – 1998

- Name and address of employer

Embry Riddle Aeronautical University  
600 S. Clyde Morris Blvd Daytona Beach, FL (USA)

- Type of business or sector

Aviation University

- Occupation or position held

Teaching Assistant

- Main activities and responsibilities

Awarded a full assistantship while working towards my Master, I was assigned to EARU Physical Science Department. Tasks included the development of proper academic curricula, lab exercises, tests, etc. for the Department. The curricula were specifically designed to cater undergraduate and graduate students in aviation and aeronautical engineering.

- Dates (from – to)

1996 – 1997

- Name and address of employer

VR SOLUTIONS plc  
Salford University, Manchester (UNITED KINGDOM)

- Type of business or sector

Virtual Reality and Robotics Research Centre

- Occupation or position held

Researching Assistant

- Main activities and responsibilities

Awarded with a European Union's "Leonardo" scholarship, at VR Solutions I contributed to projects for Rolls Royce Plc, Vickers Plc, BAe and the Russian MIR which involved real time simulations of 3-D virtual environments, such submarine decks, or large commercial aircraft interiors and engines.

## EDUCATION AND TRAINING

- Dates (from – to) 2001
- Name and type of organization providing education and training Bocconi University, Milan Italy – Department of Marketing and Economics
- Principal subjects/occupational skills covered Marketing in the Aviation Business – Analysis of latest aviation trends, main players (airline, airports, agencies, service providers, etc), commercial strategies. etc
- Title of qualification awarded Diploma of Executive Course Participation
  
- Dates (from – to) 1997-1998
- Name and type of organization providing education and training Embry-Riddle Aeronautical University, Daytona Beach USA
- Principal subjects/occupational skills covered Aviation Safety, Airport Safety/Security, Accident Investigation, ARFF Operation, Operational Analysis, Simulation Tools (Simmod, Taam, etc.), Commercial Aviation, Regulations, Human Factor, etc
- Title of qualification awarded Master in Aeronautical Science, Aviation Management
  
- Dates (from – to) 1990-1996
- Name and type of organization providing education and training Politecnico di Milano, Milan Italy – Aerospace Engineering Department
- Principal subjects/occupational skills covered Aircraft/Spacecraft Engines, Aircraft/Spacecraft Structural Mechanics, Aerospace Mechanics, Aerodynamics, Advanced Calculus, Aircraft Project, Aerospace Systems, Aviation/Airport Electronic Devices (NavAids), Electronics, etc.
- Title of qualification awarded Laurea in Ingegneria Aeronautica, Aerospace Systems

## PROFESSIONAL AND PERSONAL AFFILIATIONS

- European Simmod User Group ESUG members includes Eurocontrol, DGTREN, European ANSP's (DFS, ENAV, etc.) and Civil Aviation Authorities (DLR, DGAC, etc.) , airports and research centers involved in high end real-time/fast-time simulation for airport capacity, ATM, noise, airspace planning programs.
- UNUCI – Italian Officers' Union  
Italian Engineering Chapter  
Aviation Interest Groups
- First-Lieutenant in the Italian Army Reserve – Artillery.  
Licensed Professional Engineer registered as per Italian current regulation.  
Affiliated to several Aviation Interest & Professional Groups, such ACI, Airports International, Assaeroporti, etc.

**PERSONAL SKILLS  
AND COMPETENCES**

MOTHER TONGUE

**ITALIAN**

OTHER LANGUAGES

**ENGLISH**

- Reading skills
- Writing skills
- Verbal skills

EXCELLENT

EXCELLENT

EXCELLENT

**FRENCH**

- Reading skills
- Writing skills
- Verbal skills

INTERMEDIATE

N/A

INTERMEDIATE

**SPANISH**

- Reading skills
- Writing skills
- Verbal skills

BASIC

N/A

BASIC

SOCIAL SKILLS  
AND COMPETENCES

I always been very social and developed competences that help me engage very multicultural environments. Since 1996 I was offered the chance to spend long period abroad resulting in my eventual relocation in UK first, USA and Canada then. In those countries I was living in multinational contexts, working in ample team on very large project that required continuous coordination and strong teamwork skills. Been married to a French-Canadian help me maintain an open attitude towards novelty and cultural challenges. I spent most of my life teaching how to swim to kids and adult alike, till I became a team coach for an amateur junior team and the coordinator of a swim school. On summer breaks I also worked in Club Med-like resorts.

ORGANIZATIONAL SKILLS  
AND COMPETENCES

During my career, I have been often tasked with scouting and commercial responsibilities, as well as direct operational tasks. I have successfully developed relationships in many national and international agencies, while managing branch projects and budgets in complete autonomy. Since my military experience as a Lieutenant in the Italian Army, my managing skills have been continuously improving and put to the test.

TECHNICAL SKILLS  
AND COMPETENCES

My academic curriculum helped me to complete my engineering background, focusing on airport planning and design, multi-modal transportation systems, logistics, aviation law, operational research, human factor, etc. Such competencies have been tested for the past years in several aviation projects (nationally and abroad), thus gaining me a valuable experience in various fields of the aviation industry, especially due to my strong eagerness to learn. I am fully computer-literate, including on hand experience on specific aviation-related software (such as Simmod, Taam, EDMS, INS, etc.) and can operate professionally both in Italian and English.

OTHER SKILLS  
AND COMPETENCES

My ability to prioritize workload and manage time to ensure that any milestone is timely achieved has been strongly stimulated by working for a prime aviation-consulting firm. Still my goal-attitude has been always one of my forte and helped my secured a series of recognitions (such as scholarships from Rotary Foundation, Italian Automotive Association, EU, ERAU) and honors (voted best cadet of the Italian Army School of Artillery's 129th class, graduated with honors at Politecnico di Milano).

In time, I have also developed good teaching techniques and skills, thus allowing me to broaden my professional boundaries beyond the mere management consulting. Accomplished training included both general and more specific airport topics, such regulations, airport management, quality, airfield operations, handling, etc.