

Curriculum Vitae Paola Salsa



Personal Info

Address -----
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Citizenship Italian
Date of Birth 27th of April 1977

Professional Experience

From 01-2012 – present

Safe Trasformatori srl, Casaleggio (NO) Italy CEO

In my capacity as Owner and CEO, I lead with a cross-functional skill set that bridges Finance and Technical Operations, ensuring the continuous integration of both functions to drive our company forward.

Within the revenue stream, I am deeply involved in the development and deployment of analytical tools that provide invaluable insights into our sales process. This involves examination of order dynamics, volume projections, margin analysis, and the optimization of lead times for product completion.

On the procurement front, I am dedicated to establishing and refining guidelines that strike the perfect balance between cost efficiency and product quality. Overseeing our adherence to the standards of Quality Management Systems ISO 9001:2015, has been a keystone of my role since 2013.

In the financial area, I am responsible for implementing procedures that ensure the health and stability of our financial infrastructure. This includes oversight of financial indicators, cash management, and comprehensive cost tracking mechanisms, culminating in both monthly and annual financial statement completions.

In my role as sales engineer, I am deeply engaged in crafting offers and navigating the complexity of public tenders. Furthermore, I lead our efforts in international certification, such as UL, and product homologation processes.

From 05-2010 – 12-2011

General Electric Capital Interbanca - Milan, Italy Leasing Pricing Leader

Responsible for providing cross-functional support to develop & execute on pricing strategy.

My work has included the development and implementation of analytic tools on volume and margin impacts to assess risk and ensure Compliance with GEC Policies and Strategies.

I also took part in defining key GEC Pricing Policies.

In addition to the standard monthly Ge reporting, as part of the Financial Planning Activities, I oversaw the Annual Operating Plan completion.

From 02/2007 to 05/2010

General Electric Oil & Gas (Nuovo Pignone S.p.A.) - Florence, Italy Internal Auditor

My work has included the development and execution of financials, Compliance, and process audit plans. I am accustomed to perform internal investigations, Sarbanes-Oxley 404 and FCPA audits. I supported the transition to new GE GAP on Revenue. I worked mainly across Latin America and the USA.

- From 10/2004 to 01/2007 **PaperlinX Europe BV - Amsterdam, The Netherlands**
Internal Auditor
My work included development and execution of financials and process audits. I was used to support the local management to implement audit recommendations. I worked in 17 countries within the EU and USA.
- From 10/2003 to 09/2004 **KPMG Chartered Accountants – Dublin, Republic of Ireland**
Senior external Auditor
Senior auditor within the Financial Services Department, focusing on insurance companies and investment funds.
- From 09/2001 to 09/2003 **KPMG S.p.A. - Milan, Italy**
Junior external Auditor
Division: Information, Communication & Entertainment.

Education

- 05/2023 **SDA Bocconi School of Management - Milan, Italy**
Course: Negoziazione ed Influenza.
- 09/2020 – 09/2021 **SDA Bocconi School of Management - Milan, Italy**
Course: Potenziamento dell'imprenditore PMI.
- 07/2001 Achievement of Laurea (BA equivalent) in Business Administration and Company Law (Economia e legislazione per l'impresa) at Luigi Bocconi University, Milan, Italy. Score: 106/110.
- From 09/1996 to 06/2001 **Luigi Bocconi University - Milan, Italy**
Student at Luigi Bocconi University.
Diploma Thesis: "Evolution of Auditing Services: forensic accountants as experts and how to measure lost profits" – supported by KPMG, Milan.
- From 06/2000 to 09/2000 **University of California Los Angeles (UCLA) - Los Angeles, CA, USA**
Student at UCLA (Summer Session), Los Angeles, USA. Courses attended: Basic Managerial Finance; Advanced Managerial Finance.
- From 09/1991 to 06/1996 **High school Liceo Scientifico Statale Alessandro Antonelli - Novara, Italy**
Qualification obtained: Maturità Scientifica. Score: 55/60.
- 07/2009 **International Qualification "Green Belt" – Six Sigma - Florence, Italy**
Project: Audit simplification.

Languages and Other

Languages Italian (native speaker), English (fluent both spoken and written), Spanish (basic)

IT Knowledge

Word Processing, Professional: Word, Excel, PowerPoint, Access, PowerPoint, Outlook, Internet.

Hobbies, Interests and Activities

Politics (municipal administrator in my home town), travelling and cultural activities: Vice President of NovarAttiva – Cultural Association based in Novara.
Sports: swimming, tennis, trekking.

I hereby authorize storage, handling and processing of my personal data included in the curriculum vitae according to Italian Law Dlgs. 196/2003 and art. 13 GDPR.