

FRANCO LONGHINI

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PROFESSIONAL SUMMARY

I gained a long experience working at multinational companies in the Oil & Gas Industry. I therefore acquired Problem Solving, Team Work and Time Management skills. I have a deep knowledge of the energy production and distribution system and I built a large network of key players in the industry. I owned for several years a chemical factory with a multi-million dollars yearly turnover gaining thus Self-motivation, Leadership and Decision Making abilities. I supervised the construction and commissioning of chemical plants acquiring thus Project Management and Project Planning skills. Finally, I have developed the "Go to Market" strategies of new innovative products in the renewable energy industry.

SKILLS

- Project management
- Start-ups
- Project & Strategic Planning
- Market Research
- Mergers & Acquisitions
- Business Planning
- Sales Management
- Manufacturing
- Business Strategy
- Product Development

ACHIEVEMENTS

ENI (Italy)	Development of new catalyst for the polymerization of ethylene and butadiene
Rubberflex (Malaysia)	Production optimization and increase output. machinery upgrading and restructure of the entire operation, reduction of waste and increased production yields and plant efficiency
Bright Integrity formally known as Lereno (Malaysia)	Founder of a 60,000 Metric Ton per Year biodiesel factory Supervision and planning during construction, installation, commissioning and start-up Plant manager responsible for the day-to-day operation, strategic planning and maintaining high quality standards and maximum efficiency
Washakie Renewable Energy (USA)	Maximized Company profit by sourcing and implementing low cost feedstock
Agricode (Europe)	New markets development, increased sales and provided the foundation for a long lasting relationship with all acquired buyers
Extracte Lur SL –Acciona (Spain)	Equipment & process plant functional verification, "system concept" drafting and oversight IO activities for the pre-commissioning, commissioning and start-up

OBJECTIVES

His main objectives are: carrier growth and the opportunity to contribute to the Company success. Over the years he had the opportunity to be both an employee and an employer. Hence, he perfectly understands the Company requirements and expectations in terms of performance and professionalism becoming thus a valuable asset.

PROFESSIONAL EXPERIENCES

2018 – Present – **Extracte Lur SL (Acciona) Spain** – Commissioning & Start-up Service Provider

He is providing the necessary know how and expertise for the pre-commissioning, commissioning and start-up of a biodiesel and glycerin refining chemical plant.

2014 – Present - **Agricode green Sdn Bhd - Malaysia** - Sales & Business Development Manager

He opened new markets for the Company, expanding the existing client's portfolio. He identified new and more profitable segments and improved product's standards to penetrate those segments. He minimized cost of sales and negotiated firm and equitable terms building long terms business relationship with buyers.

2012 & 2013 - **Washakie Renewable Energy - USA** - Procurement Consultant

He sourced and supplied a variety of waste vegetable oils derived from Malaysian and Indonesian palm oil mills and oleo-chemicals industries. He overcame great logistic obstacles and developed new markets for industrial residues avoiding the cost of their disposal and transforming a waste into a source of revenue.

2003 – 2012 - **Lereno Sdn Bhd - Malaysia** – Co-Founder and Shareholder/ Director - Product and Chemical/Engineering Process Development, Plant Operations and Technical Management

He founded the company, wrote the business plan and performed the road show to secure founding for the construction and operation of the plant. He supervised the entire chemical plant construction and installation. Upon completion he managed the plant achieving excellent quality standards and plant performances. Under his supervision the Company was able to close long terms contact with buyer of the caliber of Procter & Gamble, Cognis Oleochemical and Felda.

1997 – 1999 - **Rubberflex Sdn Bhd - Malaysia** – Plant Manager

At Rubberflex he completely restructured the entire plant operations including machinery upgrading, replacement or renewal. He increased production output and plant efficiency. He streamlined all essential processes and improved equipment performances including minimization of material inputs and the reduction of wastage and effluents.

1989 – 1997 - **Enichem (ENI Group Spa) - Italy** – Chemical Technician and Researcher

He developed new catalysts for the polymerization of polyethylene and engaged in the research of new lipase/esterification enzymes.

EDUCATION

- High school - ITIS Vercelli, Italy: (Diploma in Industrial Chemistry)
- University – [University of Turin](#). – Master Degree in Biological Science

ADDITIONAL SKILLS AND EXTRA-CURRICULAR ACTIVITIES

Corporate Governance

As Company Director and member of the board of a multi-million dollar Enterprise, he actively participated to the corporate governance and decision making process of the Company including IPO procedures and implementation.

Voluntary Work

As part of the UN Online Volunteering Service he offered online teaching and Voluntary work to the “non-for-profit organization” Professional Education, Testing and Certification Organization International (PEOI).

LANGUAGES

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| • English | Highly proficient in speaking and writing; |
| • Malay | Working knowledge |
| • French | Working knowledge |
| • Spanish | Working knowledge |
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