



CERTIFER Group is a French company founded in 1997. We are specialised in railway testing, inspection and certification (CERTIFER) on the one hand, and railway consultancy and advisory services on the other hand (CERTIFER Solutions).

With more than 300 employees and 24 locations worldwide, CERTIFER is present throughout Europe, as well as in China, Turkey, Brazil, Australia and in the Middle East.

CERTIFER main services include safety assessment as ISA (Independent Safety Assessment) and AsBo (Assessment Body) and conformity assessments as NoBo (Notified Body) and DeBo (Designated Body).

CERTIFER Solutions assists railway companies with their System Engineering, Safety, Asset and Quality Management, Regulatory Issues, Homologation and Project Management.

CERTIFER Solutions Italia s.r.l. is a newly established subsidiary of CERTIFER Solutions and is looking for both young and experienced talents from the railway or other industries who feel excited by the challenge to build together a dynamic organisation and to grow a profitable business within a solid, strong and highly recognised Group. Within private and public mobility, the services we provide include: CSM-RA, RAMS, Cybersecurity, System Engineering and System Assurance, Requirements and Interface Management, Risk and Quality Management, Maintenance Optimization, Set Up of Safety, Quality and ECM Management Systems, Independent Verification and Validation, Safety Case Preparation, Authorisation Dossier Preparation and Process Follow Up, Project Management.

Through expert assessments and consultancy, we as a Group assist worldwide well-known names such as Alstom, Hitachi Rail, Siemens Mobility, RATP, Medway, Trafikverket, Norske tog, Vy, Sporveier, SJ, Flytoget and Bane NOR, with safe, reliable, and trustworthy operations.

To shape our Team and create a fruitful business in Italy, we are currently looking for a:

Technical Sales and Operations Manager Italy

What we can offer You:

- The opportunity to work in a dynamic consulting environment within leading technology with a focus on railways and urban mobility.
- The thrill of directly contributing to create an organization and a business from an almost green field.
- An exciting and flexible working environment with a dedicated focus on professional development with a unique possibility to almost autonomously manage your work/life balance.
- Proactive towards service and market areas through the development of methods and processes.
- Access to an international professional community and international projects. We have headquarters in France and a strong Global presence all around the world.
- Collaboration with a broad industry network within rail systems acquisition, operation, rail technology suppliers and railway authorities.
- A multi-faceted role that challenges and develops your skills.
- Very flexible work location including possibly extensive remote work.
- Competitive terms and good opportunities for personal and professional growth.
- Possibility to be assigned with a global technical leadership role as global referent of a specific vertical (e.g. Rolling Stocks, Signaling, Telecom, Traffic Regulation and Control Systems, etc.) and/or extend your role at regional level, based on your own skills and experience, that you will have the opportunity to exploit worldwide.
- A salary package based on a fixed plus variable part commensurate with your experience and skills.

What Your role is intended to be:

In the role of Technical Sales and Operations Manager, you will directly report to the Managing Director of CERTIFER Solutions Italia s.r.l. and, in your position, you will:

- Support the MD in shaping the CERTIFER Solutions Italia value proposition and in analyzing the Market to define an effective and focused GoTo Market Strategy
- In collaboration with the MD, manage stakeholders (internally and externally) to ensure smooth operations and alignment of goals
- Be responsible for defining the Technical Contents of the CERTIFER Solutions Italia offering
- Contribute to the definition of the Strategic Plan of CERTIFER Solutions Italia
- Create an Organization for the Entity Operations based on the Development Plan included in the Strategic Plan, select and recruit personnel accordingly and manage the so established Team
- Select, engage and manage Subcontractors to involve in Project Execution, including creation and maintenance of Subcontractors/Vendors Panel
- Contribute in identifying and assessing possible M&A targets and take leadership of integration plan
- Liaise with prospect Customers, from a technical point of view, and identify and circumstantiate their needs for translating them in concrete proposals
- Anticipate upcoming opportunities from institutional Customers, through appropriate monitoring and follow-up of railway and mobility market moves

- Prepare for qualification with institutional Customers, monitor Tenders' publication and prepare Tenders' dossiers
- Prepare quotations, technical contents and mobilization plans within bids, while involving other CERTIFER Entities and possible Subcontractors, and set Projects' Gross Profit Target to ensure aggregate profitability of CERTIFER Solutions Italia business (EBITDA)
- Set Up Project Teams and launch projects resulting from successful Bids
- Ensure Project Execution in QCD and appropriate profitability
- Take directly part, with Project Management and/or Technical Lead role, in most critical and strategic Projects for the business of CERTIFER Solutions Italia or of any other CERTIFER Entities on a global perspective, wherever necessary
- Support the MD in Operations Reporting, in Pipeline, Project and Business Reviews and in Budgeting
- Act as Global Referent, in favor of other Group Entities, in the role of global technical leadership within a given vertical possibly assigned to you based on your specific expertise
- Optionally, extend, in future, the duties listed above at regional level over a cluster of National Entities

Our way of working is intended to be extremely dynamic and flexible: your working location will be mainly from remote. Nevertheless, you will be requested to frequently coordinate with the MD also through meetings or sessions to be held in person in our headquarters located in Milano.

You may also choose to exploit our office facilities and services and, in addition to our head office in Milano, will also have access to all the locations of our coworking partner in the major Italian towns as well as all around the world.

You will also be requested to undertake moderately frequent business travels in Italy and Europe and, occasionally, also on intercontinental routes.

If You are in possess of or you are interested in developing the following features and skills, we would love to hear from you:

10+ years of experience in similar positions in Railway Industry and Services, Consultancy, Certification Bodies, Mobility Operators, Railway Undertakings, Infrastructure Owners, ECM, ROSCO's and, more in general, technical players in public mobility.

Customer Orientation and Strategic Thinking.

Strong and proven operational management, strategic planning and technical leadership skills.

Finance for non-financials fundamentals.

Attitude and experience in shaping organisation, building and managing Teams preferably composed of 10+ units.

Familiarity and ability to collaborate in large global organisations with a significant international projection.

Optional, but welcome, experience with small medium enterprises and/or Startups.

Fluent in Italian and English, French as a plus. Any other language skill appreciated and duly considered.

Preferred technical background:

- *RAMS/RCM*: Develop and conduct reliability analyses (FMECA, fault tree analyses, etc.), conduct Reliability Centred Maintenance (RCM) analyses, modern analytical approach to improvement and optimization of maintenance, condition based and OCM, development and improvement of maintenance programs and LCC (Life Cycle Cost).
- *Safety and Quality Management*: Develop and establish safety management system in project and operation. Identify and analyse risks related to technical design and operation of railway systems. Implement and maintain quality assurance systems in accordance with industry standards. Conduct audits and inspections.
- *Technical Safety*: Participate in design, development of reliability and maintenance of technical systems, analyse technical solutions to minimize risk and ensure compliance with standards.
- *RAM, ILS LCC, Asset Management*: Conduct Integrated Logistics Support (ILS) activities, life Cycle Cost (LCC) analyses, develop and maintain documentation, training materials, and support for reliability, availability, and maintainability (RAM) programs and studies. Participate in training activities to ensure effective operation and management in the use of technical systems.
- *Rolling stock approvals*: responsibility and management in approval processes of rolling stock with railway authorities, certification of technical systems, assess compliance with regulations and national and international standards, collaborate with relevant authorities and organizations to ensure approval of systems.
- *Maintenance Management and ECM*: Implement and comply with regulations related to the responsibility structure in Entity in Charge of Maintenance (ECM), development of maintenance management systems.
- *Permits*: ensure railway companies have necessary permits and approvals to operate within the railway industry, handle communication and approval with relevant authorities and regulatory bodies

Are you interested?

Send your application by e-mail, or contact Managing director CERTIFER Solutions Italia s.r.l.:

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