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## Top Skills

Engineering  
Management  
Negotiation

## Languages

Spanish  
English  
German

## Certifications

EEP Experienced Executive  
Professional

## Honors-Awards

Best Mover

## Publications

Heat Transfer Tips & Tricks

# Giuseppe Tommasone

Heat Transfer Expert at SupplHi-EPC Contractors Consultant  
for Special Heat Exchangers in Oil & Gas-Helping Customers to  
Improve Performance Providing Heat Transfer Solutions  
Milan

## Summary

**WHO I WORK WITH:**since 1979 I have helped over 3,000 small,  
medium, and large business Oil & Gas, Power, Steelworks  
Chemicals Pharma and EPC customers.

**WHY IT WORKS:** When you partner with Heat Transfer Specialist  
you get the most efficient, effective and affordable Engineering &  
Design that Industrial Customers are looking for right now.

**WHAT MAKES HEAT TRANSFER SPECIALIST DIFFERENT:**  
Working exclusively in the Heat Exchange with a portfolio of  
dedicated products without being tied to one type or another for  
bonds of exclusivity or convenience he can support in a proper way.

## WHAT OTHERS SAY:

"With experience in the installation sector borrowed the Heat  
Transfer Specialist can offer the customer a free consultation  
(being paid by manufacturers) with a view of the whole project and  
proposing the heat exchanger more suited to client's needs" (Mr.  
Gasperoni, Buyer, Becromal)

"Heat Transfer Specialist is adding value to sales supporting  
Purchase Dept. in proper selection without asking for extra money to  
client" (Mr. Otero, GEA Process,Buyer)

"When we have a special requirement on bid to bid stage Heat  
Transfer Specialist can give us a huge support suggesting Vendor  
List and providing scouting on special products on our behalf free of  
charge " (Mr. Gamba, Proposal Manager,Delta Engineering)

**HOW IT WORKS:** After analysis of duty required Heat Transfer  
Specialist submitting alternative quotations of Heat Exchangers in

portfolio (i.e Plate & Frame Heat Exchangers vs. Shell& Tube HE's) evaluates better solution with Customer.

READY TO TALK? Reach out to meet directly here on LinkedIn, or Email me [giuseppe.tommasone@globaltecsolution.net](mailto:giuseppe.tommasone@globaltecsolution.net)

Visit us <http://heatexchan.blogspot.it> or

Call me +39 3389306653

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## Experience

### Global Technical Solutions

Business Development Director

March 2015 - Present (5 years 9 months)

Main Activities:

- Strategic Consulting, including Business plan & Sales strategy development.

Responsibilities:

- Set up Heat Transfer products portfolio including Plate Heat Exchangers (PFHE), Welded units (PSHE & WPHE) Spiral (SHE) Shell & Tube Heat Exchangers (STHE) in different materials (Steel, Titanium, Tantalium, Graphite and SiC) Air-cooled Heat Exchangers (ACHE) Brazed Aluminium Plate Fin Heat Exchangers (BAHX) and Electric Heaters for hazardous areas.

### SupplHi

Plate Heat Exchangers Expert

May 2016 - Present (4 years 7 months)

England and Wales

<http://www.categoryexpert.com/>

### API Heat Transfer

Business Development Director

April 2012 - March 2015 (3 years)

Main activities

- Management Support on Sales organization of Plate Heat Exchangers at Engineering Companies and Industrial customers in Italy and Middle East region (OEM & System Builders)

- Marketing & Communication of different Heat Transfer products of API Group

Responsibilities:

- Select representatives and distributors, developing contacts and relationships.

- Identify and analyze the market needs developing a strategy with API/  
Schmidt Bretten

## Tranter

12 years 3 months

### Sales Director Middle East Africa

January 2005 - March 2012 (7 years 3 months)

Dubai

#### Main activities

- Significant increase in sales in 3 years with the creation of the Middle East branch.
- Certification process of heat exchanger at Engineering Companies and Oil & Gas customers
- Effective management of a complaints, while maintaining the trust of customers and representatives.

#### Responsibilities:

- Select representatives and distributors, developing contacts and relationships to get the orders - including the management of the sales team, products and training software, technical support and problem solving. Establish sales targets (7 digits), the execution of sales plan, monitoring and reporting of sales performance. Managing the sales process and negotiating complex contracts for heat exchangers designed on the basis of specific Engineering companies, customers & distributors.
- Conduct technical workshops, seminars, training and maintenance including frequent trips abroad in Saudi Arabia, Qatar, UAE, Oman, Jordan, Lebanon, Egypt, Israel, Morocco, South Africa, Angola.
- Identify and analyze the market needs, trends and customer needs. Continuous update on the situation of competitors (offerings, strengths, weaknesses, advantages and threats on the market)

### Sales Director Southern Europe

January 2000 - January 2005 (5 years 1 month)

Italy, France, Spain

#### Main activities:

- Operating margin improved compared to the previous management.
- Created more than 20 representatives and distributors to cover Italy, France and Spain
- Developed service center for plate heat exchangers regasketing
- Developed and selected subcontractors for the production of frames and assembly units of heat exchangers in each country

Responsibilities:

- Profit and Loss P / L of the three branches (Monza, Paris and Madrid)
- Functions of sale in accordance with the procedures in force in each country
- Reconciling data with the Swedish parent company

**SWEP International AB**

**Managing Director**

January 1990 - January 2000 (10 years 1 month)

- 60% increase in sales in 5 years
- Created a branch in Spain
- Developed industrial applications
- Achieved approval by OEM's in refrigeration

Responsibilities:

- Annual Negotiations with manufacturers of boilers and chillers for Framework Agreement
- Sales in food applications, dairy, beverage, power generation, industrial, chemical, oil, shipping and refrigeration and air conditioning were conducted on new customers with personal efforts, along with representatives and distributors. Line of products including plate heat exchangers with gasket, welded and brazed
- Complete pre-assembled systems, custom PLC control offered on the dairy market.

**Olsa S.p.A.**

**Export Manager**

January 1985 - January 1990 (5 years 1 month)

Main activities:

- Opening new markets (China, Israel, Iran, Pakistan)
- International Trade Organization (ACHEMA, Frankfurt Expopharma Shanghai)

Responsibilities:

- Preparation of complex offers for WFI turnkey plant (solutions for injection)
- Negotiation of customized equipment (sterilization autoclaves, distillers, blenders vacuum dryers) and negotiation of modifications with the client during production

**The GEA Group**

**Sales Manager**

January 1983 - January 1985 (2 years 1 month)

Main activities:

- Start up Italian Distributor of GEA Ecoflex
- Break even after 18 months Developed industrial applications

Responsibilities:

- Preparation of offers for Plate Heat Exchangers
- Negotiation after approval with EPC Contractors

### Alfa Laval

Sales Engineer Chemical Applications

July 1979 - January 1983 (3 years 7 months)

Main activities:

- Coverage of all the national territory of organic chemistry industry / pharmaceutical
- Acquisition of job of continuous sterilization system Ciba Geigy

Responsibilities:

- Preparation of complex offers for continuous sterilization plant (CSP)
- Negotiation of heat transfer equipment (plates, coils, scraped surface)

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## Education

### Manageritalia

Experienced Professional Executive, Business Administration and Management, General

### Italian Managers Association

Master, Business Administration · (1979 - 1980)

### Chemical Engineering Milan Italy

102/110, Organic Chemistry · (1973 - 1979)

### Gymnasium Lyceum G.Parini

High School, Classics and Classical Languages, Literatures, and Linguistics · (1969 - 1973)

### Kaeser Italia

Sales Course, Degree V1 · (1988 - 1989)