

**Polizzi Nestor Juan**  
**Résumé**  
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## WORK EXPERIENCE

### **SPI Shipyards** (<http://www.spisa.com.ar>)

CEO & GrI Mgr (Jan 2007- July 2009)

### **SIAD Group** (<http://www.siad.com.ar>)

CEO (1999 – up to date)  
Major Projects Executive Manager (1999-Dic 2006)

### **REPSOL Arg.** (<http://www.repsolypf.com>)

Planning Division Manager (1999)  
Integration Project Executive (1998)

### **Eg3 S.A.** (<http://www.petrobras.com.ar>)

CIO & Major Projects and Process Reengineering Mgr (1997 - 1998)

### **EXXON - ESSO SAPA** (<http://www.exxon.com>)

INFORMATION SYSTEMS (1993 - 1997)

Applications Division Manager (1993 - 1997)  
Planning Manager (1993)

SALES AND RETAIL (1989-1993)

Commercial Optimization Project Executive (1989-1993)

LOGISTICS, DISTRIBUTION AND TRANSPORTATION (1985-1989)

Supply, Distribution and Logistics Division Manager (1985-1989)

FINANCE AND PLANNING (1983-1985)-(1974-1975)

Economic and Financial Analysis Division Manager ( 1984-1985)  
Strategic Planning Senior Advisor (1983-1984)  
Economic and Financial Analyst (1974-1975)

OPERATION, ENGINEERING AND REFINING (1971-1983)

Fuels Group Manager (1982-1983)  
Process Engineering Group Manager (1980-1983)  
Process Engineering Section Head (1976-1980)  
Contact Engineer & Technical and Operative Supervisor (1971-1976)

## EDUCATION

### **Business Administration Master**

IDEA, Buenos Aires, Argentina

### **Chemical Engineering Bachelor**

Universidad Nacional del Sur, Bahía Blanca, Argentina

## PERSONAL INFORMATION

**Birth date:** October 15, 1945 - Argentina  
**Marital Status:** Married, 2 children (31, 26)  
**Languages:** Spanish and English (fluent), Portuguese (understand)

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# MAIN ACHIEVEMENTS

## SPI Shipyards

- Executive direction of this private Shipyard Group, with facilities in Mar del Plata, Buenos Aires, Caleta Olivia, and Campana cities, and operations in several Latin American Countries.
- Reorganization and development of the entire Group to lead by 2008 the Argentine Naval Industry, busting up sales by 600 % and increasing personnel from 300 up to 900 employees, working in construction, repairs and logistic services of large Argentine and international naval fleets.
- Negotiation among others, of the largest international contract of naval construction signed between private organizations in the Argentine Naval Industry, with Rio Tinto mining corporation, amounting to 150 MU\$.
- Construction and start up in Campana city of the first and only South American Shipyard specifically designed for the serial and automated construction of barges for the Hidrovía Parana/Paraguay, with a 7 MU\$ investment.
- Launching of the construction in Caleta Olivia of a first world class shipyard, with a 60 MU\$ investment, aimed to support all naval activities in the South Atlantic & Pacific, and required for the oil offshore activities of the region.

## SIAD Group

- Executive direction of all Group Activities, with 200 consultants delivering services in most business areas of important Organizations in Argentina & Latin America. Management of Major Projects & Activities carried out by the Group

### SIAD Consulting Group – Main activities with direct project management responsibility

- Management of the Eg3 SA Take Over by Petrobras, Technological area.
- IPSA Campana Plant Management. ISO 9001 Implementation, Quality and Capacity Upgrade Project Management.
- Implementation in the Argentine Army of a Balanced ScoreCard Control & Management Scheme.
- Project Management optimization, and analysis for Knowledge Management implementation in Arpel Uruguay.
- Development of Business Plan, and Economic Evaluation of the Quilmes Virtual University SA, for the Universidad Nacional de Quilmes. Organizational Structure design, and analysis of required systems.
- Development in Repsol-YPF of the Business Strategy for the Latin-American Lubricant Direction in Brazil & Chile.
- Functional evaluation of world wide Oracle Products and Services for the Energy Area. Definition of Strategic and Commercial Plan for Latin America.
- Development & implementation in EDEERSA, of a new administrative & operative management & control scheme.
- Development in Repsol-YPF, Latin-American Lubricant Direction, of a BSC Control & Management Scheme.
- Organizational Diagnosis and implementation in Norsk Hydro, of a BSC Control & Management Scheme.
- Development of integral Excellence Program for Ceitech SA. Development of Strategic Business Plan, Cost Control activities, new Organizational Structure, and implementation of ISO 9000 Quality Program and Certification.

## REPSOL Arg.

- Development of 1999-2002 Strategic System & IT Plan for Repsol Group in Argentina. Analysis of integration opportunities of Technological areas of Repsol Group in Spain and YFP in Argentina.
- Management of the Integration Project of technological areas of the Repsol Group Companies in Argentina -Eg3, Astra, Algas-, supervising a multifunctional group of 40 analysts, with responsibility over a 7 MU\$ investment, developing new processes and organization, with cost savings of 25 %.
- Implementation in Repsol Group in Argentina of the SAP and Meta 4 software packages, with application and administrative support cost savings of 5 MU\$/yr.

## Eg3 SA

- Development and implementation for all Eg3 Group Companies of new administrative & operative management and control scheme, with important control improvements and cost savings.
- Integration of administrative areas of Eg3 Asphalt and Eg3 SA, with manpower reductions of 80 % in Eg3 Asphalt.
- J. D. Edwards software package implementation in all Eg3 Group Companies, including all administrative and financial modules and reengineering of associated processes, gaining efficiency and reducing costs in 25 %.
- Development and implementation in Eg3 Red SA of Service Stations Automation Projects, allowing the operative and economic viability of this Company.

## EXXON - Information Systems

- Supervision of 65 analysts & programmers. Responsibility over 7 MU\$ annual budget. Development and implementation of several key Reengineering and Automation Projects in Operative & Administrative areas.
  - Strategic System Plan with aggressive modernization & technical simplification, reducing costs & manpower in 60%.
  - J. D. Edwards software package implementation, including all administrative and financial modules and reengineering of associated processes, gaining efficiency and reducing costs in 40 %.
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## **EXXON - Sales and Retail**

- Development and implementation of Commercial Optimization and Automation Project. Project Team of 100 full time professionals, responsibility for 10 MU\$ investments in Plant equipment, hardware and software. Reengineering of all sales, retail and marketing processes, increasing efficiency, improving customer service and satisfaction, reducing number of Terminals from seven to three, and related costs/manpower in 60 %.
- New Collection Strategy & Scheme, gaining efficiency and reducing collection costs in 1.2 MU\$/Yr.
- New Credit Control Scheme, gaining efficiency and reducing administrative workload & cost of sales force in 10%.

## **EXXON – Logistics, Distribution & Transportation**

- Raw material supply to two Refineries and products to Marketing Terminals with 600 MU\$ total annual value. Sales and purchases of crude, intermediates and products with 150 MU\$ annual value.
- Development of Import/Export scheme for Crude, Fuels & Lubes, optimizing supply/demand balance.
- Sizing & modernization of Ocean & River fleets, gaining efficiency and reducing operative costs by 25%.

## **EXXON - Finance & Planning**

- Long and medium term Financial Plan & accurate forecast of economic impacts of "Austral" National Economic Plan during Mr. Alfonsin administration, allowing optimum economic/financial management of ESSO SAPA operations.
- Negotiation with Energy Bureau/YPF for Crude Oil processing and products sales during nationalization of SS Networks in 1974/75, and for Crude Oil distribution during 1984/85, minimizing impact of nationalistic regulations.
- Economic analysis, evaluation and reappraisal of all mayor projects and investments carried out by Esso in the period.

## **EXXON – Operations, Engineering & Refining**

- Responsible for operation of all Refinery Fuels Units, with 300 MU\$ value, and 400 MU\$ annual production.
- New partnership approach in Union negotiations, avoiding strikes/conflicts with key productivity increases.
- Large Projects Process Designs and long term Modernization Plan, with 25% debottleneck of existing Units and new Units installation, increasing Refinery conversion and reducing energy consumption by 40%.

## **TRAINING, ACCREDITATIONS & CERTIFICATIONS**

- \* **MBA** (CIPE, Intensive Training Course for Executives), IDEA, Bs As, Arg.
  - \* **Process & Logistics Economics**, EXXON, C. Gables, USA
  - \* **Strategic Planning and Process Reengineering**, UBA, Bs As, Arg.
  - \* **C&L Summit - Strategy & Project Management Methodology**, EXXON, C. Gables, USA
  - \* **Project Management Methodology**, EXXON, Bs As, Arg.
  - \* **Investments, Financial & Economic Analysis**, EXXON, Bs As, Arg.
  - \* **Problem Analysis and Decision Making**, Kepner Tregoe, Bs As, Arg.
  - \* **Effective Controls**, EXXON, Bs As, Arg.
  - \* **Control Analysis Process**, EXXON, Bs As, Arg.
  - \* **Public Media & Institutional Crisis Management**, EXXON, Bs As, Arg.
  - \* **Stress Management**, EXXON, Bs As, Arg.
  - \* **Personnel Administration & Management**, EXXON, Bs As, Arg.
  - \* **Management through Objectives**, EXXON, Bs As, Arg.
  - \* **Interpersonal Relationships**, EXXON, Bs As, Arg.
  - \* **Networking Computing**, EXXON, San Francisco, USA
  - \* **Computers Utilization & Microsoft Tools**, EXXON, Bs As, Arg.
  - \* **Electronic Commerce, Internet & Intranets**, EXXON, Bs As, Arg.
  - \* **Process Design**, EXXON, Baytown, USA
  - \* **Thermal and Delayed Coking Operation**, EXXON, F. Park, USA
  - \* **Fluid Catalytic Cracking Operation**, EXXON, Baytown, USA
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