

Giancarlo Tanzi  
Born Nov. 13<sup>th</sup> 1964  
Married, 2 sons  
Resident:  
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# Giancarlo Tanzi

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## Professional experience

1999–2023                      Sepra S.r.l.                      Cesano Maderno (MB) – I  
Separation process engineering. Production and distribution of fluid processing equipment and components with focus on membrane technology.

2022 turnover EUR 8M EUR (Group).

Commercial partner of Suez (previously GE Water Technology) and of other international companies (Berghof, Tami Industries, MIC, Friess) specialized in fluid separation and handling.

### **Co-Owner and Officer**

- Responsible for R&D and product development
- Responsible for engineering
- New separation applications

1998–1999                      Euroimpex S.p.A.                      Settimo Milanese (MI) – I  
Production and distribution of water treatment components. Company of Pentair Group (USA, e.g. trade marks Structural, Fleck, Siata, Codeline, Wellmate, Triton, 1998 turnover EUR 3000M), commercial partner of Osmonics inc. (see previous experience).

### **Area Manager Central and Eastern Europe**

- Responsible for new markets development.
- Responsible for introduction of a new industrial product line.
- Coordination of industrial marketing policies.

1994–1998                      Osmonics inc., Minneapolis – USA  
Separation process engineering. Production and distribution of equipment and components (USA, 1998 turnover USD 150M, later GE water Technology).

1997–1998                      Osmonics Autotrol S.A., Le Mee – F  
**District Manager Italy and Greece for all product lines**

- District turnover increased up to ITL 7,000M.
- Responsible for pricing policies and commercial strategies.
- Support to direct accounts.

1994–1996                      Osmonics Europa S.A., Valangin/Ne – CH  
**District Manager Italy and Greece for membrane technology and filtration product lines**

- Responsible for setting up a distribution network.
- Technical support to distributors.
- Sales development and new technologies promotion.

1993                                      Cartiere Sottrici Binda                                      Olgiate (VA) – I  
Paper production.

**MBA stage**

- Group Strategic Business Units analysis.
- Financial-economical model set-up for SBUs evaluation.
- Accounting system set-up for a factory.

1989-1992                                      Chemie Linz Castellanza                                      Castellanza (VA) – I  
Chemical bulks and intermediates production.  
Company of OMW Group (A). Until 1990 Ausind Castellanza, Company  
of Enimont Group (I).

1990-1992

**VP Technology Assistant**

- Manufacturing supervision.
- Responsible for new plant start-up.
- Responsible for pilot plant engineering and start-up.
- Responsible for process engineering up to ITL 5,000M.

1989-1990

**Manufacturing Manager Assistant**

- Manufacturing supervision.
- Water use optimization and related modification to industrial processes.

**Education**

1993                                      SDA Bocconi                                      Milano - I  
Master in Business Administration, Degree with honour.

1990                                      Politecnico                                      Milano - I  
Chartered Engineer.

1989                                      Politecnico                                      Milano - I  
Chemical Engineering Degree, 100/100 with honour.

1983                                      Istituto Zaccaria                                      Milano - I  
High School Degree, 60/60.

**Languages**

Italian, English fluent

**Military duty**

State Police, 1988