

## PERSONAL INFORMATION

### Stefano Capponi



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Sex M | Date of birth 24 Jan 1966 | Nationality: Italian

## WORK EXPERIENCE

July 15 – current

### Business Development

Tenaris – Italy

- *Development of new segments and markets for Gas Cylinders, Large Vessels and Structural Pipes (global markets).  
Gas Cylinders and Large Vessel are used for the transportation and storage of gases including alternative fuels as Hydrogen and CNG.  
Structural pipes are used in civil projects, offshore windfarm towers and Oil&Gas platforms.*

#### Other responsibilities

- **ECMA** : Chairman of General Assembly of European Gas Cylinder Manufacturers Association.
- **H2IT** : Board of Italian Hydrogen Association
- **NGV Italy** : Board of Natural Gas Vehicle Association Italy (NGV Italy).

Sept 11 – July 15

Commercial Manager – Gas Cylinder Division

Tenaris – Italy

July 05 – Sept 11

Commercial Manager – Hollows for Gas Cylinders

Tenaris – Italy

July 03 – Jun 04

Sales Manager –Industrial Products – West Europe

Tenaris – France

Apr 99 – Jun 03

Area Manager –Industrial Products

Tenaris – Italy

Jun 94 – Mar 99

Export Manager –Petrochemical Projects – South Europe and Middle East

TAD Group – Italy

Sep 93 – Jun 96

Export Manager – Petrochemical Projects – Europe and Australia

Siderca – Argentina

## EDUCATION AND TRAINING

Advanced Management, Commercial and Technical Certifications  
@ TenarisUniversity.

NegoPro® - Advanced Training Effective Negotiation Skills - Bridge  
Partners

Graduated in Mechanical Engineering (Major: Management), University of Genoa,  
Italy

## LANGUAGES

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Mother tongue Italian  
Other languages English: fluent  
Spanish: fluent  
French: good

## TECHNICAL SKILLS AND COMPETENCES

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Experienced executive with more than 25 years in a leading international manufacturing Group providing steel products and services for the world's energy industry, where I managed multinational / multicultural commercial teams.

Strong professional skilled in Sales, Business Development, and Cross-functional Team Leadership, Institutional relations and networking skills. Resilience in working in highly challenging environments.

Worked in Oil & Gas, Engineering, OEM and infrastructure industry.  
Leading market structure analysis, business plan and repositioning.  
Long term / large scale projects involving product and business development.

Main recent participations:

- Strategic Forum for IPCEI (Important Projects of Common European Interest) - Hydrogen Technologies and Systems – European Commission
- Hydrogen for Climate Action – European Commission
- Fuelling Italy's Future – Cambridge Econometrics
- Hydrogen National Mobility Plan – H2IT