

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 application segments and markets for Gas Cylinders, Large Vessels and Power Generation (global markets).*
- *First Engagement on Energy Transition large scale Projects involving main stakeholders and relevant national and international funding (global markets).*

Tenaris technology is used for the transportation and storage of gaseous Hydrogen, biogas and natural gas.

Other responsibilities

- **H2IT** (Italian Hydrogen Association): *part of the Board since 2017*
- **ECMA** (European Cylinders Makers Association): *Chairman since 2013.*
- **HYDROGEN EUROPE**: *Tenaris Representative*

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® - Negotiation Skills - Bridge Partners

LANGUAGES

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

TECHNICAL SKILLS AND COMPETENCES

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 skills in Commercial, Business Development, and Cross-functional Team Leadership, Institutional relations and networking skills at Italian and EU level. Resilience in working in highly challenging environments.

Activities in H2, Energy Transition, Oil & Gas, Engineering, OEM and infrastructure industries.

Leading market structure analysis, business plan and repositioning.

Long term / large scale projects involving product and business development.

Participations:

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