

## Europass Curriculum Vitae



### Personal information

**First name(s) / Surname(s)** **Giancarlo Maria Potenza**  
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**E-mail** giancarlo.potenza@gmail.com  
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**Nationality** Italian  
**Date of birth** 29 November 1957  
**Gender** Male

**Occupational field** - Naval Architect and Marine Engineer  
 - Company Manager and Contract/Project Manager

### Work experience

<p><b>Dates</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p>	<p>March 2008 – Today</p> <p>General Manager</p> <p>Responsibility on Commercial and Technical activities; member of Board of Directors          Official Member in the RINA (Italian Shipping Register) Technical Committee for the use of LNG as          Marine Fuel on Merchant Ships.</p> <p>PMSC S.A.          Corso Pestalozzi 3          CH-6901 Lugano - Switzerland</p> <p>Project Management, Contract Management, Ship Consultant, Ship Design, Technical Advisor for          Banks and Insurance Companies, Ship's Technical Management, Educational and Professional          Training</p>
<p><b>Dates</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p>	<p>October 2003 – February 2008</p> <p>Technical Manager of Tanker Fleet and LNG Carrier Management Contract</p> <p>LNG New Building Project for five 165.000 m<sup>3</sup> LNG Carriers with diesel electric propulsion and DFDE          Technical consultant for ENI for the overall evaluation of a new LNG Terminal in Hackberry Louisiana          USA          Official Representative in the Technical Committee of Confitarma (Italian Ship-Owners Association)</p> <p>Carbofin Energia Trasporti S.p.A. (Carboflotta Ship Owning Group)          Via G. D'Annunzio 2/108          IT-16121 Genova - Italy</p> <p>Ship Owner, Ship's Technical Manager, Oil &amp; Gas, Transports and Logistic</p>

Dates January 1990 – September 2003

Occupation or position held Fleet Technical Manager  
Fleet Procurement Manager  
Technological Development and New Building Manager

Main activities and responsibilities LNG New Building and Full Project Management for two 65.000 m<sup>3</sup> LNG Carriers  
New Building and Full Project Management for two Suemax Tankers - Crude Carriers  
Management of an FPSO in China on behalf of ACT OG (Agip, Chevron Texaco, Operators Group)  
Conversion into FPSO of a 250.000 Dwt Tanker in Singapore  
Official Representative in the Technical Committee of Confitarma (Italian Ship-Owners Association)  
Official Representative in the Young Italian Ship-Owners Group of Confitarma

Name and address of employer Snam S.p.A. up to 2000 than named ENI Gas & Power S.p.A (ENI Group)  
Piazzale Vanoni 1  
IT-20097 San Donato Milanese (MI) - Italy

Type of business or sector Oil & Gas, Ship Owner, Ship's Technical Manager, Transports and Logistic

Dates April 1986 – January 1990

Occupation or position held Senior Project Engineer

Main activities and responsibilities Project leader for the realization of a Jacket Launching Barge up to 20.000 t  
On site Superintendent in several ship repair yards around the world.  
On site Representative and Superintendent for ship repairs in Brazil.  
On site Superintendent during the building of SSCV Micoperi 7000 (now Saipem 7000)

Name and address of employer Micoperi S.p.A.  
Via Enrico Acerbi 34  
IT-20161 Milano - Italy

Type of business or sector Offshore Contracting Company, Ship Owners, Offshore, Logistics

## Education and training

Dates June 1984

Title of qualification awarded Master Degree: Naval Architect and Mechanical Engineer

Principal subjects/occupational skills covered Mathematics, Physics, Thermodynamics, Electro technique, Marine Engineering, Naval Architecture, Ship Propulsion, Ship Theory, Ship Design and Construction, Advanced Naval Architecture, Shipping Laws and Regulations

Name and type of organisation providing education and training University of Genoa  
Institute of Naval Architecture and Engineering  
Via Montallegro 1  
IT-16100 Genova – Italy

Level in national or international classification Master in Naval Architecture and Mechanical Engineer, with full marks

## Personal skills and competences

Mother tongue(s) Italian

Other language(s)

Self-assessment  
*European level (\*)*

**English**

**Portuguese**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user	C2	Proficient user
B2	Independent user	B1	Independent user	B1	Independent user	B1	Independent user	B1	Independent user

Social skills and competences	<p>Project Manager, Team Leader, used to work in team and/or for a target goal</p> <p>Long international experience in Brazil, USA, Singapore, Indonesia, Kazakhstan and Europe</p> <p>Relevant experience in Dubai (UAE), China, Singapore, Indonesia, France, Bulgaria, Croatia, Russia and Kazakhstan,</p> <p>Lecturer at IMO Academy (IMSSEA)</p> <p>Lecturer at ENI Seafarers' Training Center.</p> <p>Member of the Committee "Use of LNG as Merchant Ship's Bunker" of RINA (Italian shipping Register)</p>
Organisational skills and competences	<p>Management of working teams up to 100 person</p> <p>Project &amp; Contract Management up to 500 Million€</p> <p>Good reaction under emergency situation</p> <p>Negotiation Skill and experience even for complex project</p> <p>Crisis management experience</p> <p>Chief Executive, Administration, industrial account</p>
Technical skills and competences	<p>Long experience in Ships Operation, Maintenance, Projects, Design, Engineering and Construction</p> <p>Dangerous Cargo Vessel: Crude Oil Tanker, LNG Carrier, LPG Carrier, Chemical Carrier, FSRU and F(P)SO.</p> <p>Offshore vessel, SSCV, Pipe layers, Launching Barges, Diving Support Vessel and Saturated Diving System.</p> <p>Classification Society, IMO, OCIMF, SIGTTO, USCG Rules and Regulations extensive knowledge</p> <p>Quality Assurance and ISO 9001, 14001 and OHSAS 18001 experiences</p>
Computer skills and competences	<p>Daily use of PC and Mac</p> <p>Internet, Microsoft Office and Project, Optimoor</p>
Other skills and competences	<p>Sail racing and Sail Official Instructor, Golf amateur player</p>
Driving licence	<p>Driving A; A1; B and B1 License for Cars and Bikes</p> <p>Pleasure Sailing and Motor Boats Conducting License unrestricted</p>
<b>Additional information</b>	<p>Member of Royal Institution of Naval Architects (UK)</p> <p>Member of SNAME (Society of Naval Architects and Marine Engineers) (USA)</p> <p>Advisory of the Court of Milan, Italy</p> <p>Registered as Naval Architect with N° 472 at Maritime Role of Genoa Compartment</p> <p>Safety Management System Internal Auditor, Certified</p>
<b>Additional Training Publications</b>	<p>ISO 9001 – 14001 Certification, November 2006</p> <p>Safety Management System Internal Audit: Internal Auditor Certification, February 2004</p> <p>Human Resource Advanced Management, June 2000 - ENI - IAFE School</p> <p>International Team Work, November 1998 - ENI - IAFE School</p> <p>International Negotiation, October 1998 - ENI - IAFE School</p> <p>International Communication Skills: Making Presentation, May 1998 - ENI - IAFE School</p> <p>Commercial Negotiation, February 1997 - ENI - IAFE School</p> <p>Negotiation Methodology, June 1995 - ENI - IAFE School</p> <p>Planning and Control Management, May 1995 - ENI - IAFE School</p> <p>Human Resource Basic Management, March 1994 - ENI - IAFE School</p> <p>Investments Remuneration, February 1993 – ENI - IAFE School</p> <p>Financing Problems, June 1992 – ENI - IAFE School</p> <p>Economics in Decision Making, Jan 1992 – ENI - IAFE School</p> <p>Key aspects of Economy and Financing, February 1991 – ENI - IAFE School</p>
<b>Publications</b>	<p>"An Investigation on Fatigue Corrosion or Fatigue Stress Corrosion on a LNG Carrier Propeller Shaft"</p> <p>IMAM Congress 2002, Crete - Greece</p> <p>"Il Trasporto Via Mare di Gas Naturale Liquefatto" (LNG Transportation by Sea) 6° ATIG Conference 1997, Bari - Italy</p>
<b>Annexes</b>	<p>Resume of the major projects/experiences</p>

## **Giancarlo Maria Potenza**

### **Resume of the major projects/experiences:**

#### **1986-1990 Micoperi S.p.A.**

Vessel operation, project engineer of technical department for new constructions

1986-1988 On site representative and superintendent of SSCV (Semi Submersible Crane Vessel) Micoperi 7000 (now Saipem 7000) during the design and the construction.

1988-1989 Operating consultant on board Micoperi 7000 during Heavy Lift and/or Deep Water operations (Veslefrigg; Togy 1; TLP Juliet)

1989-1990 Project Leader and Project Management of a Jacket Launching Barge for jacket up to 20.000 t

#### **1990- 2003 ENI Group**

Fleet Technological Development and New Building Manager; Fleet procurement Manager; Fleet Technical Manager

1990-1991 Project Manager for the conversion of a 250.000 DWT tanker into FPSO.

1992-1994 Basic Design, design review, and full Project Management for the construction of 2 Suemax Tanker 160.000 TDW (one million barrel)

1994-1997 Basic Design, design review, and full Project Management for the construction of 2 LNG Carrier 65.000 m<sup>3</sup> each

#### **2003-2007 Carboflotta Ship Owning Group**

Technical Manager - Responsible of Tanker Fleet and LNG Carrier Management

2003-2004 Feasibility study and Basic Design for the realization of 5 LNG Carrier (165.000 m<sup>3</sup> each) with diesel electric propulsion with DFDE.

2004-2006 Due Diligence on behalf of ENI and then, Technical consultant for the ship's operational side for the construction of a new LNG Terminal in Hackberry Louisiana (USA)

#### **2007- Today:PMSC S.A.**

General Manager and member of Board of Directors

2007-2008 Ship's Weight and Weight Breakdown Evaluation with identification of hazardous material, finalized to the vessel scrapping of an LNG Carrier "Laieta" - Turbo Steam ship  
Client: Maritima del Norte - Spain

2007-2008 Conversion project of an historical passenger vessel, inclusive of hazardous material identification and removal activities organization

- 2008-2009 Project Management for the shipyard activities, for the conversion of a ferry vessel into a workshop utilities barge for operation in Kashagan oil field (Caspian sea)
- 2009 -2009 Feasibility project for the conversion of an Aframax oil carrier into a FSO. Proposal for de-mooring of the existing old vessel and mooring operation of the converted new one.  
Client: La Mercantile Final client: EDISON
- 2009-2009 Feasibility study and preparation of the Technical Specification for a Temporary Refuge Barge for 900 people to be positioned in Kashagan oil field (in Caspian Sea).  
Client: Saipem S.p.A.
- 2009 -2011 Naval basic design of a Temporary Refuge Barge, for the survival of 900 people, to be positioned in Kashagan oil field (in Caspian Sea).  
Client: Saipem S.p.A. and AGIP KCO
- 2010-2011 Ship's Weight and Weight Breakdown Evaluation with identification of hazardous material, finalized for the vessel demolition of two LNG Carrier "LNG Elba" and "LNG Palmaria" - Turbo Steam ship.  
Client: LNG Shipping S.p.A. (ENI Group)
- 2011-2011 Detailed survey on board of Italian Navy Destroyer "Vittorio Veneto" to evaluate the amount and extension of hazardous material on board according to IMO requirements for scrapping ship.  
Client: Italian Navy
- 2011-2012 Technical support to a Shipyard bidding for Special Survey repairs and minor conversion of a Cable Laying ship.
- 2012-2012 Consultancy and Training to surveyors for LNG Carrier Management.  
Client: Ishima Pte. Ltd.
- 2012-2012 Concept design, FEED, Basic Project, Technical Assistance and Consulting for the new realization of an FSRU to be operated in south Sumatra Island.
- 2012-2012 Extended FEED and Gap Analysis among different possible operative solution for a FSRU to be relocated.  
Client: RINA S.p.A. Italian Shipping Register  
Final Client: PT Perusahaan Gas Negara (Persero) Tbk (PGN) - Indonesia
- 2012-2012 Due Diligence for a LNG Export Terminal in North America.  
Client: RINA S.p.A. Italian Shipping Register
- 2013-2013 Feasibility and Relocation study, inclusive of economical evaluation, among given different solution for a FSRU to be relocated.  
Client: RINA S.p.A. Italian Shipping Register  
Final Client: PT Perusahaan Gas Negara (Persero) Tbk (PGN) - Indonesia
- 2013-2013 Feasibility Study on Shore LNG Storage and LNG Bunkering Facilities  
Client: Confidential
- 2013-2013 Feasibility Study about Small LNG Carrier Approach to an Offshore LNG Terminal.  
Client: Confidential

- 2013-2014 Member of the Working Group and Technical Committee of RINA (Italian Shipping Register) dedicated to the development of the use of LNG as marine Fuel on Merchant Ships.
- 2014-2014 Feasibility study for the use of Small LNG Carrier at a LNG Terminal.  
Client: Confidential
- 2014 -2014 For a planned FSRU, preparation of the tender documentation and relative scoring model. Bidder replay examination and evaluation. Project evaluation support.  
Client: D'Appolonia S.p.A.  
Final Client: Octopus LNG – Santiago de Chile