

Alessandro BIANCHI

Contract Management Director

Corporate lawyer with 20 years in-house legal experience. High premium on providing legal support in French, English and Italian.

Languages:
French: advanced
English: advanced
Italian: mother tongue

PROFESSIONAL EXPERIENCES

- Today **GE VERNOVA** (www.gevernova.com/) GE Grid Solutions
North&South Europe Contract Management Leader – Member of leadership team
- 2019 – 2022 **GE RENEWABLE ENERGIES** – Hydro Business (www.ge.com)
Global Contract Management Leader
- 2015 – 2018 **GE POWER CONVERSION**
Contract Management Leader – EMEA – Member of CODIR of Oil&Gas segment.
Management of a team of 3 contract managers.
- 2013 - 2014 **ACCENTURE SA**, Paris, France (www.accenture.com)
Emea Litigation Manager
- 2013 – 2012 **SAIPEM SPA**, ENI Group, Milano, Italy (www.saipem.com)
Overseas Litigation Manager – member of compliance committee of 3 affiliates based in
Netherlands, Portugal and Luxembourg. Management of a team of 4 legal advisers.
- 2012 – 2008 **SAIPEM SA** (former Bouygues Offshore) – Saint Quentin en Yvelines, France
Legal/Contract Manager
- 2007 – 2001 **SAIPEM SPA** – Milan, Italy
Contract Expert
- 2001 – 1998 **Muccioli&Giovannini Law firm** - Italy
Lawyer

AREAS OF COMPETENCES

People Management and Organization

- Successful leader of global team: establishment of an operating rhythm to drive intensity and focus on targets; assessment of people performance and skills, definition of priorities and development needs, drive engagement and accountability, career path definition.
- Develop, implement and update internal policies and procedures to enhance efficiency of contract management department and synergies between legal, contract management and supply chain.
- Definition of financial KPIs of the department.

Contract/Risk Management

- Assessment of risks and opportunities and definition of the associated action plan with internal stakeholders (CEO, CFO, General Counsel, Regional Business Leaders).
- Long experience in tender and execution phases of big scale international contracts, both in civil and common law systems, including but not limited to turnkey EPC contracts and subcontracts, supply and service contracts, joint venture and consortium agreements, NDA, confidentiality agreement, settlement agreement.

Antitrust, Compliance and Litigation

- Member of compliance committees of European legal entities in Italy, Portugal and the Netherlands. In charge of protecting company's interests in antitrust and compliance issues worldwide. Spread company's values in antitrust and compliance and provide internal specific training.
- Managing international litigation (excluding labor law), court and arbitration proceedings, mediations and ADR procedures.

Business Law

- Specialized legal advice in M&A and business transactions, including project finance scheme and lease and buy-back arrangements, letters of credit, bank guarantees, parent company guarantees, intercompany agreements, non-disclosure agreements; legal due diligence, drafting and negotiation of letters of intent, shareholders' agreements, articles of association, sale purchase agreements.

Training

- Provide training on legal and contractual issues: delay, performance, quality, contract management, claim preparation, dispute resolution, arbitration, antitrust and compliance.

Personal skills

- Business acumen and commercial awareness of the environment in which the Company operates
- International and multicultural mindset
- Recognized leader and supportive team player

EDUCATION

IAE Paris - Sorbonne Business School
International MBA – Executive program

Admitted to Italian Bar

Specialized training courses in project and risk management, international negotiations, contract obligation and liabilities in civil and common law systems.

Degree in Law