

# Mario Croce

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## PROFILE

Gender: Male.

Age: 49.

Degree in Naval Architecture and Marine Engineering.

Current position: Technical Manager of Trieste Technical Support Office of Lloyd's Register EMEA.

## PROFESSIONAL EXPERIENCE

### **Lloyd's Register EMEA Trieste — July 2013-to date**

Technical Manager Trieste Technical Support Office

The Trieste Technical Support Office has the main duty to review and approve plans for Passenger Cruise, "Ro-Pax" and Mega Yachts projects, relating to Ship Structure, Engineering, Electrotechnical, Passenger Safety and Loadline aspects.

Main duties: Leading Technical Matters of the office, and clients relationships.

Technical Authority for Passenger Ship and Ro-Pax Ship Structure.

Pre-site Project Manager of several projects of Passenger Ships, Passenger Yachts, Mega Yachts.

Part of the Italy business development team, in liaising with Shipbuilders for pre-contract activities, client relationships, managing clients feedback on service delivery of Design Support activities.

### **Lloyd's Register EMEA London Design Support Office — Jan – Jun 2013**

Manager for the implementation of the merging of Trieste Design Support Centre with London Design Support Office.

### **Lloyd's Register EMEA — 2003-2012**

Manager Trieste Design Support Centre.

Trieste TSO office has considerably grown from a kick-off team of 4 in 1999 to a team of 21 (today).

### **Lloyd's Register EMEA 1995-2003**

Joined as a trainee Ship Structure plan approval Surveyor in Genoa plan approval office. Spent one year in London for training in head office. In 1999 moved to Trieste to set up a new plan approval office with my line manager.

Promoted Surveyor and Senior Surveyor dealing with Ship Structure plan approval of several projects of Passenger Cruise, RO-Pax and Mega Yachts.

Lead Auditor for Internal Management System.

### **Marina Militare Italiana — 1993-1994**

Lieutenant in Genoa Technical Office of Italian Navy. Reviewing technical documentation for equipment installed on board new buildings and attending sea trials.

## QUALIFICATIONS

Graduated at Genoa University in Naval Architecture and Marine Engineering with full marks.

Italian License as Engineer. Member of Royal Institution of Naval Architects

LR Courses:

- LR Induction Course, Materials and NDE (1996)
- Internal Auditor for LR Marine Management system (1999)
- LR Management and Leadership Programme (2002-2004)
- LR People Management Programme (2005-2006)
- LR Marine New Construction Project Management (2005)
- LR Train the Trainer (2008)
- LR Commercial Awareness Programme (2009)
- LR Fatigue Design for Ship Structures (2011)

- LR Risk Assessment Course (2012)
- LR Project Management Framework (2017)

External Courses:

- 2010 Tony Robbins UPW
- 2012 William Ury - Negotiation Techniques
- 2014 World Master Class from Performance Strategies covering modules relating to Influencing, Negotiation and Sales, Science of Efficiency, Leadership.
- 2015 La Grande Differenza (4 modules covering Resiliency, Communication skills, Peak Performance and Stress, Tools for Leaders)

## **COMPETENCIES & OTHER SKILLS**

During working experience and training courses, I developed skills on various aspects such as clients focus, quality of service delivery, influencing skills, communication, time management, feedback, engaging people, negotiating conflicts.

Languages: Italian mother tongue, English good spoken and written

IT: Standard skills on MS Outlook, MS Office, LR technical software for ship structure.