

FRANCESCO MICELI

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WORK EXPERIENCE

2015 to present: Nordex Acciona Windpower (Hamburg)

Head of Turnkey Management (since December 2017)

Leading a team of engineers and tender managers in tendering, contract negotiations and execution of wind farms turnkey projects worldwide. Responsible for the definition of the bidding strategy and EPC project budget.

Tender manager BoP (December 2015-December 2017)

Key responsibilities include budget calculation, preparation of RfQs and offers to customers, risk assessment and definition of risk mitigation measures.

2010 ó 2015: Vestas (Madrid)

Specialist EPC Civil Engineer

In charge of Vestas EPC wind farms civil works in Europe, Central and South America.

Key responsibilities: RfQs and offers to customers, preliminary and constructive engineering, support during construction to the Project Managers, development of several multi megawatt turnkey wind farm projects worldwide.

2005 ó2010: Highway and railway civil engineer in Italy and Spain

MAIN ACHIEVEMENTS

Over 500 MW of wind farm EPC projects awarded in 2018 (firm order intake).

Over 90 MLp turnover for BoP in 2018.

Redefinition of department mission, processes and individual roles and responsibilities.

Reorganization of the Turnkey department hiring 5 new employees.

KEY RESPONSIBILITIES

Management and development of direct reports (6 engineers and 2 interns).

Definition of tender bidding strategy and responsibility on projects budget for the EPC (from 10 to 70+ MLp).

Accountability for department's budget (>1 MLp).

TASKS & DELIVERABLES

Engineering:

Supervision of wind farms preliminary engineering and constructive projects.

Management, supervision and coordination of external project design activities (topography, geotechnical survey, drainage, etc.).

Procurement:

Preparation of Request for Quotations to subcontractors.

Technical and economic analysis of subcontractor quotations.

Negotiations and selection of shortlisted bidders.

Construction:

Monitoring and technical support to the Construction department during execution phase. Variations to the original project if needed.

Project Management:

Worked as BoP Project Manager in Vergao wind farm (Portugal) and Junior Project Manager in Serra dos Candeeiros wind farm (Portugal).

Levelized Cost of Energy (LCOE):

Team leader for the Nordex BoP levelized cost of energy reduction team.

Developed several innovations to reduce the cost of civil and electrical works.

Support to the Sales Department:

Analysis of tenders, preliminary cost estimation and risk forecasting.

Technical support to the Sales Department and to prospective clients during the bidding process.

Definition of BoP scope of work in EPC contracts before signature.

Technical specifications and miscellaneous works:

Development of technical specifications for civil works, geotechnical surveys, road surveys and topographical surveys.

Road survey, site inspections and existing roads improvements definition.

Swept path analysis and 3D analysis of bends and other critical points for the transport of blades and towers.

Interpretation of results of Geotechnical and Geophysical surveys.

Development of special technical solutions (in-situ and precast piles, gravel columns, semi-deep foundations, etc.).

Preliminary estimation of foundations dimensions.

EDUCATION

2005: Master of Science in Civil Engineering (5 years) - University of Roma Tre (Italy).

Currently studying: Economics - UNED (Spain).

Other courses:

Introduction to FIDIC contracts.

Introduction to Marketing (120 hours. Polytechnic University of Madrid).

Environmental Management - ISO 14001 (120 hours. Polytechnic University of Madrid).

Health and Safety Coordinator (200 hours. Lessons held by the Spanish civil engineers institution).

Installation and Maintenance of Wind Power Systems (50 hours).

CERTIFICATIONS

Project Management Professional (PMP) - Project Management Institute (PMI)

Certified Six Sigma Green Belt (CSSGB) - American Society for Quality (ASQ)

LANGUAGES

Italian: Native speaker.

Spanish: Excellent spoken and written knowledge (9 years in Spain).

English: Excellent spoken and written knowledge (TOEFL iBT 103/110).

French: Good spoken and written knowledge (DELF).

German: Good spoken and written knowledge (Goethe Institut Zertifikat Deutsch B1).

SOFTWARE

In-depth knowledge of AutoCAD, Civil 3D, AutoTURN, Bentley MX ROAD (InRoads), CLIP, Ispol-Istram, Google Earth, Presto.

In-depth knowledge of Office suite: Word, Excel, Power Point, FrontPage.

Good understanding of gvSIG (shareware GIS Software) Emme/2, Epanet.

Basic knowledge of Microsoft Project, SAP 2000.

PUBLICATIONS

Miceli, F. Et al. (2015). Civil works in wind farms. In Con el viento a favor / With a fair wind (pp. 251-266). Madrid, Spain: Fundacion ESTEYCO. ISBN 978-84-943324-2-5

PERSONAL INFORMATION

Date of birth & birthplace: 03/07/1978 Dolo, Venice (Italy)

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