



Professional Architect

Professional License Registrations

Italy and Spain

Years of Experience

25

Education

Master Degree in Architecture
University of Rome, Italy

Languages

Spanish
English
Italian

Personal Details

Roma, Italy
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References

Available on Request

Driving License: YES

Nationality: Italian

Born in Venice

Giovanni Guiotto

Overview

Giovanni Guiotto has 25 years of professional experience. His career development included roles as designer, manager, consultant and business development. Mr. Guiotto has been director of design firms in Italy and Spain, leading important projects and design services for private and public owners as the Torino Municipality, MPS Bank and Red Electrica de España. He also performed as consultant for international construction firms such as OHL, Gemmo and Eulen in design build & bid build construction projects.

In 2012 Mr. Guiotto joined Condote Panama & Asociados in Panama as design manager of the recreational Sport Facilities Complex: the \$65M project of the Ciudad Deportiva de Colon. In 2013 and 2014 Mr. Guiotto was appointed by Condote America as country manager in Dominican Republic, leading the local office, pursuing new business opportunities and coordinating the bidding activity. In the fall of 2014 Mr. Guiotto moved to the Condote America Inc. in Miami, where he led the new Utility Division as Business Development Manager, pursuing and bidding municipal and utility projects for Broward County, MDWASD, Miami Dade County, City of Miami and Municipalities of the South Florida region. During 2015 Mr. Guiotto bid 17 underground projects with a 2015-winning ratio of 1:6.

A creative and inventive thinker who is not afraid to work outside his comfort zone. Mr. Guiotto is a motivated team player that consistently aims to push revenue expectations and exceed goals. He possesses communication skills and is someone who can build up relationship easily. Pragmatic and results orientated, with a focus on bottom line results.

With his international background experience, Mr. Guiotto has achieved a strong ability to adapt himself to different social and professional environments. His high sense of responsibility makes him a reliable professional capable to focus the goals and achieve timely results.

Mr. Guiotto wants to develop his career in a fast moving environment, and is currently looking for a suitable position with a company that values passion, positivity, integrity and hard work.

Skills & Expertise

- Experienced with the international construction market.
- Possessing acumen needed to understand diverse market and identify potential opportunities.
- Ability in setting up and coordinating bidding activity with limited resources and timing.
- Ability in supervising cost estimates to facilitate cost breakdown and final balancing of bids.
- Familiarity with specifications & ability to learn numerous international specifications & standards.
- Ability to develop great relationships with Owners and Partners.
- Negotiating with clients and partners providing cost effective solutions.
- Working under pressure with minimum resources and obtaining desired results.
- Interacting and working in a team as a member as well as a leader.
- Excellent communication and reporting skills.

Professional Experience

September 2014 / October 2015

Location: Miami - USA.

Role: Business Development Manager.

Firm: Condotte America Inc.

Condotte's Utility Division Business Development Manager bidding underground utility projects for Broward County, MDWASD, Miami Dade County, City of Miami and Municipalities of the South Florida region leading 17 underground bids proposals with a 2015-winning ratio of 1:6 - \$120M total bids amount.

Duties

- Searching and identifying new business opportunities.
- Managing tenders and bid teams.
- Setting division's targets and goals.
- Representing the company at trade shows, industry functions and networking events.
- Communicating business strategies and common goals clearly to work colleagues.
- DB projects proposals coordinator.
- Intimately involved in the writing up of all marketing literature.
- Raising the company's profile within the market place.
- Coordinating the bidding activities in Construction Bid as well in Design Build Bid
- Negotiate and arrange Teaming & JV agreements.

Mr Guiotto also worked as consultant with INSO (Condotte Group) at the DB bid proposal for the \$60M project: "Hospital Regional de San Francisco de Macoris" – OISOE – Dominican Republic Government.

Coordinate Bid Proposal for the 'A-C10 Culvert Replacement', a \$70M project located at Lake Okeechobee for US Army Corps of Engineers, Jacksonville District.

2013/2014

Location: Santo Domingo - Dominican Republic – Haiti.

Role: Country Manager.

Firm: Condotte America Inc.

Mr. Guiotto has been instrumental in finding and obtaining new projects for the company's growth managing overall operations in Dominican Republic and Haiti.

Managing bid teams as prime contractor as well in partnership with local and international firms.

With a small local staff and low budget the activity was focused in pursuing different type of projects (Hydraulic, Civil, Health Facilities & Roads) through different public national agencies as the DR Government, INAPA, CDEEE, OISOE and UE.

Duties

- Searching and identifying new business opportunities according with the Main Company strategies.
- Representing the company at governmental functions and networking events.
- Presenting business strategies and common goals
- Managing complex tenders and bid teams.
- DB projects proposals coordinator.
- Intimately involved in the writing up of all marketing literature.
- Raising the company's profile within the market place.
- Coordinating the bidding activities in Construction Bid as well in Design Build Bid
- Negotiate and arrange Teaming & JV agreements.

2012/2013

Location: Panamá City - Republic of Panamá.

Role: Design Manager

Firm: Condotte Panamá & Asociados

Mr. Guiotto worked with the design staff undertaking the daily management of the Design Team (Internal and External) to ensure the provision of required level of design improvement. Implementing new ideas improving contribution to the Company goals in Panama.

- Design Manager, leading the design assessment of the “Ciudad Deportiva de Colon”, \$65M Sport complex project located in the city of Colon. Including site visits with the appropriate members of the team and local outreach meetings prior to the construction phase.
- Design assessment for the Hospital of Tocumen.
- Design assessment for two health care facilities CAPSI (Centros De Asistencia Primaria).

2010/2012

As Consultant Mr. Guiotto worked as technical director at the ‘H24’ research project a ‘Multifunctional Smart-Photovoltaic Streetlight’, EU and Italy Government funded project of which Mr. Guiotto is currently the patent’s owner.

1995/2010

Location: Italy, Spain.

Role: Designer, Design Manager, Managing Director and Consultant.

Firms: DAI Design Group – Italy.

INDESIGN – Italy.

SIARQ - Spain.

Mr. Guiotto has managed more than \$300M in design contracts for public and private clients in Europe earning a reputation of a business partner and problem solver, with keen attention to customer service. He achieved an extensive experience as Designer and Consultant working on a several different projects during 15 years carrier leading Design and engineering companies in Italy and Spain.

Design Manager and Managing Director featured experiences:

- Engineering of Natuzzi’s Showroom façade cladding system – High Point, NC, USA.
- Engineering of the windows and skylights systems of "Cymbalist" Synagogue - Tel Aviv, Israel.
- Design of the Automatic Branch Office standard system for MPS bank – Siena, Italy
- Three years design services for the rehabilitation of Palazzo Madama - Museo Civico di arte Antica – Turin, Italy.
- Integration of photovoltaic in the REE headquarters buildings – Madrid, Spain.

Tenders experiences – teaming as consultant.

- OHL Madrid - DB Bid for the hospital of Vimercate: façade systems design assessment – Milano, Italy.
- OHL Madrid - DB Bid for the hospital of St. Anna: “Hospital street”: interior design improvements - Como, Italy.
- OHL, Rizzani de Eccher, Gemmo JV teaming with F&M engineering, DBF project for the new headquarters of Lombardy Regional Authority – Milan, Italy.
- OHL Barcelona – DB Bid for the project of new Oran tramline: urban design improvements along the tram route - Oran, Algeria.
- Gemmo and Eulen JV - Bid for multiple years contract maintenance for the US Army Facilities - Rota, Cadiz, Spain.