

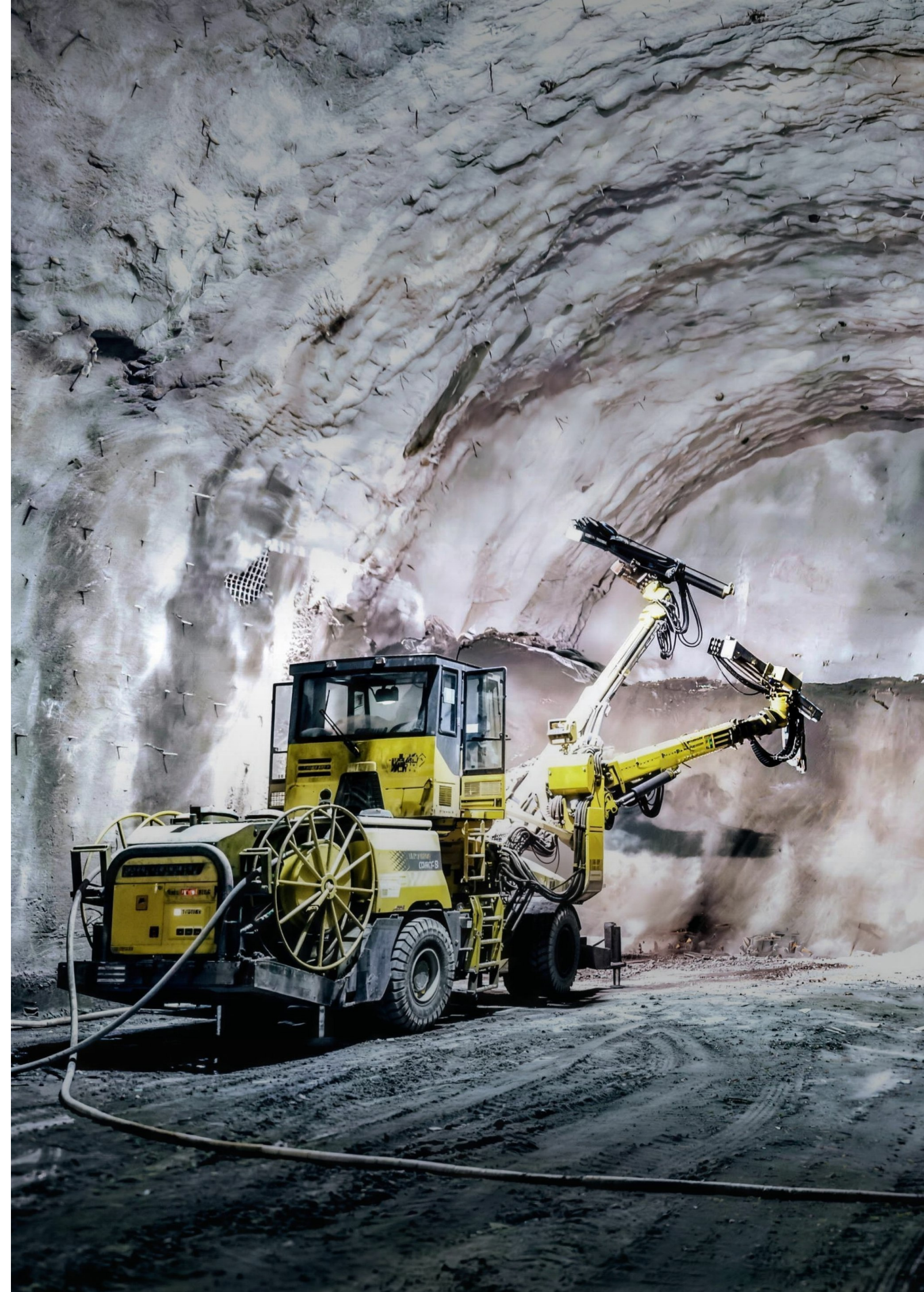
**Complexity,
solved by innovation.**

A trusted partner for complex infrastructure.

Built on a foundation of deep technical expertise, we deliver innovative, robust, and optimised solutions for linear infrastructure, combining engineering rigour with a strong commitment to sustainability, resilience, and long-term value for our Clients.

dip: brings together senior engineers with decades of combined experience on major underground, structural and geotechnical projects in Italy and abroad. We work as an extension of our Clients' teams, taking ownership of the hardest technical problems, from the first site investigation to the last as-built drawing.

Independent in judgement, integrated in delivery: every solution we design must be buildable, measurable, and defensible in front of contractors, lenders, and authorities alike.



What drives us.

ABOUT US

dip: is an independent engineering company specialised in the design of complex infrastructure: tunnels, underground works, special foundations, and heavy civil structures. Founded by senior engineers with international track records on major railway, metro and high-speed projects across Europe, the Middle East, and the Americas, we combine design authority with genuine construction experience. Our solutions are conceived to be built, not just drawn.

OUR MISSION

To build deep and lasting relationships with our Clients across the construction industry, through a highly skilled technical team and a strong focus on research and development – delivering engineering that stands up to the ground, to the schedule and to time itself.

OUR VISION

To become the design partner of reference for complex infrastructure in Europe: the team Clients call when the ground is difficult, the deadline is fixed and the standard answer is not good enough.



What we do.

Seven integrated service lines, one engineering culture: rigorous, construction-aware and Client-focused.

01 **Research & innovation**

Machine learning and AI turned into tangible engineering value.

02 **Tender support**

Value-driven optimisation and alternative designs that win bids.

03 **Geotechnical & structural engineering**

Tunnelling, bridges, retaining structures, slope stabilisation, and monitoring.

04 **Risk analysis**

Quantitative and qualitative risk assessment for road and railway tunnels.

05 **Special foundations**

Jet grouting, compensation grouting, injections, and deep soil mixing.

06 **Client-oriented services**

Flexible technical support, in our offices or at the Client's premises.

07 **Turnkey projects**

Design and construction combined in a single, seamless commitment.





01

Research & innovation

Leveraging proprietary tools that bring machine learning and artificial intelligence into everyday design work, we turn technological innovation into tangible value and a lasting competitive advantage for our Clients.

Our ongoing digital research improves predictive accuracy, optimises the use of materials and delivers smarter, safer engineering solutions for modern construction projects.

FOCUS AREAS

- Machine learning on geotechnical and monitoring data
- Parametric design and automated optimisation
- Digital twins of ground–structure systems
- R&D partnerships with universities and Clients

02

Tender support

We act as a decisive partner during the bidding phase, helping our Clients to make their proposals more competitive through value-driven design optimisation and technically sound alternative solutions.

This strategic support reduces estimated construction costs and technical risks and significantly increases the chances our Clients have of winning profitable contracts.

WHAT WE BRING

- Value engineering and design optimisation
- Alternative technical solutions and variant design
- Quantity verification and risk-based pricing support
- Technical narrative for scoring-driven proposals





03

Geotechnical & structural engineering

We are our Clients' main partner for complex geotechnical and structural challenges. Combining engineering excellence with extensive on-site expertise, we deliver effective, buildable, and tailored solutions for demanding projects: tunnels, bridges, retaining structures, slope stabilisation works, buildings and monitoring systems.

Our approach integrates advanced design with practical execution to overcome difficult ground conditions, ensuring long-term structural reliability, high safety standards, and uncompromising technical quality on every project.

CAPABILITIES

- Conventional and mechanised tunnelling design
- Bridges, viaducts, and underground structures
- Retaining structures and deep excavations
- Slope stability and earthworks
- Geotechnical and structural monitoring systems
- Consultancy about TBM geotechnical- and geomechanical-related aspects

04

Risk analysis

Quantitative and qualitative assessment of the risks associated with the operation and management of road and railway tunnels. We integrate traffic data, fire models, and emergency scenarios to identify the main risk factors for people, installations, and the environment.

We derive frequency–consequence (F–N) curves, verify the safety level against the applicable regulations (e.g., Directive 2004/54/EC and Italian Legislative Decree 264/06) and recommend how to upgrade installations and optimise tunnel management.

CAPABILITIES

- Traffic data analysis and dangerous goods scenarios
- Fire and smoke propagation modelling
- Emergency and evacuation scenarios
- Frequency–consequence curves and safety level verification
- Compliance with Directive 2004/54/EC and Legislative Decree 264/06





05

Special foundations

Thanks to our long site experience, we select and apply the most appropriate ground improvement technique: jet grouting, compensation grouting, low-pressure injections, deep soil mixing and more.

This expertise allows us to improve weak ground efficiently, increase bearing capacity, control the settlement of existing structures, and ensure long-term foundation safety.

CAPABILITIES

- Large-diameter bored piles and micropiles
- Secant and tangent pile walls, diaphragm walls and ground anchors
- Jet grouting, compensation grouting, low-pressure injections, and deep soil mixing
- Injections with GIN methodology

06

Client-oriented services

Flexible, Client-focused support delivered where it is needed most: from our own offices or directly on site, at the Client's premises.

This agile approach ensures close collaboration, rapid problem-solving, and full alignment with the Client's internal team throughout the project.

HOW WE WORK

- Resident engineering and site supervision
- Owner's engineer and independent design checking
- On-call technical support during construction
- Secondment of senior specialists to Client teams





07

Turnkey projects

We take projects from concept to completion. Combining design and construction capabilities, we deploy experienced on-site teams to deliver complex works as a seamless turnkey solution.

This integrated approach provides single-point responsibility, shortens project timelines, reduces financial risk, and ensures that the completed work fully meets the Client's technical and operational requirements.

WHAT WE DELIVER

- Design-and-build foundation and ground improvement packages
- Integrated planning: method, plant, logistics and planning programme
- Experienced site management and specialised crews
- Single-point accountability for quality, safety, and performance



Emiliano Nuzzo

CEO & TECHNICAL DIRECTOR

E.NUZZO@DIP-ENG.COM

Emiliano is a civil engineer with 20 years of experience, specialised in mechanised tunnelling and transport infrastructure. He has a deep understanding of geotechnics, solid experience in structural design, soil-structure interaction and waterproofing systems, and a proven ability to manage complex engineering studies and assess innovative construction techniques.

With a history of managing large-scale underground projects from design to completion, he coordinates multidisciplinary teams and is skilled in risk assessment, cost control, and planning. He inspires confidence in engineers and site personnel alike and promotes a culture of safety, innovation, and continuous improvement. His strong interpersonal skills make him an effective mediator between Clients, contractors, and internal teams.

EDUCATION

- Postgraduate Master in Geotechnical Design, Sapienza University of Rome
- MSc in Civil Engineering, University of Naples

BACKGROUND

- Member of the Order of Engineers of the Province of Caserta
- Member of the Order of Engineers of the Province of Łódź (Poland)
- Languages: Italian (native) · English (C2)

Main Projects

2025–2026 · UAE	■ Abu Dhabi–Dubai High-Speed Railway, design-and-build tender Project Director · (on site, Dubai) · Webuild , TriStar / Limak , Doğuş , Ozcar 150 km high-speed line at 350 km/h with five stations, connecting Abu Dhabi to Dubai in 30 minutes.
2019–2026 · ITALY	■ Brenner Base Tunnel, Mules 2–3 lot Technical Director · Astaldi JV · BBT SE 64 km twin-tube system between Innsbruck and Fortezza, the longest underground railway connection in the world.
2026 · ITALY	■ Fortezza–Ponte Gardena railway line Technical Director · Webuild , Implenia 22.5 km high-capacity line extending the Brenner Base Tunnel on the TEN-T corridor.
2024–2026 · CANADA	■ Scarborough Subway Extension, Toronto TBM Expert · Metrolinx Excavation method expertise and cake mix design for hyperbaric interventions.
2024–2026 · SWEDEN	■ Kolmården contract (Kolmårdsentreprenaden), high-speed railway Technical Director · Trafikverket 15 km high-speed section including an 8 km twin-tube tunnel.
2019–2026 · SWEDEN	■ West Link Gothenburg, E04 Haga Station Technical Director · AGN (Gülermak / Astaldi / NRC Group) 2019–2024 · Trafikverket 2024–2026 Design consultancy for monitoring and for temporary and permanent structures.
2019–2020 · SWEDEN	■ West Link Gothenburg, E03 Kvarnberget Head of Geotechnics (on site) · AGN (Gülermak / Astaldi / NRC Group) 8 km new railway link through Gothenburg, 6.6 km of which in tunnel.
2017–2026 · POLAND	■ Łódź Railway Node Project Manager · Energopol Szczecin / PBDiM 7.5 km of TBM railway tunnels (Ø 8.8 m and 13.1 m) beneath the city; project value €398 million.
2017–2026 · FRANCE	■ Paris Metro Line 14 South extension, Lot GC04 Head of Geotechnics · Salini Impregilo / NGE 4.1 km TBM tunnel from Pont de Rungis to Orly Airport.
2016–2018 · ITALY	■ Circumetnea underground railway, Catania Tunnel Designer · CMC di Ravenna Detailed design of the EPB TBM tunnels (Ø 10.3 m) for the Nesima and Stesicoro–Airport lots.
2015–2016 · RUSSIA	■ Moscow Metro, Kozhukhovskaya Line Deputy Project Manager & Head of Geotechnics · OAO Mosinzhproekt
2014–2015 · BRAZIL	■ São Paulo Metro, Line 5 Project Engineer · Companhia do Metropolitano de São Paulo
2013–2014 · INDIA	■ Bangalore Metro, Line UG-1 Project Engineer · Coastal Ltd · BMRCL



Marco Bazzani

SENIOR STRUCTURAL ENGINEER
M.BAZZANI@DIP-ENG.COM

Marco is a structural engineer with more than 12 years' experience in the design and analysis of a wide range of engineering structures, from the tender phase through to construction and completion. He has spent most of his career on design-and-build infrastructure projects, including several years in the Nordic countries (Norway, Sweden, and Denmark).

In recent years he has been lead structural engineer on several detailed designs for mechanised tunnels: underground structures, segmental linings, TBMs, steel fibre-reinforced concrete (SFRC) and model-based design are his daily tools.

EDUCATION

- MSc in Civil Engineering, University of Brescia (2014)

BACKGROUND

- Member of the Order of Engineers of the Province of Brescia
- Languages: Italian (native) · English (C2) · Spanish (C2)

Main Projects

2023–2026 · ITALY	Palermo–Catania railway, Lot 4a Caltanissetta Xirbi–Enna Lead Structural Engineer · Webuild, Ghella, Tunnelpro 27 km of new line with about 3 km of viaducts and four tunnels totalling 20 km.
2024–2026 · ITALY	Palermo–Catania railway, Lot 4b Nuova Enna–Dittaino Lead Structural Engineer · Webuild, Pizzarotti 15 km of new high-speed line with three tunnels (8.5 km) and five viaducts (about 2 km).
2023–2026 · ITALY	Palermo–Catania railway, Lot 3 Lercara–Caltanissetta Xirbi Lead Structural Engineer · Webuild, Ghella, Tunnelpro 47 km of new line with about 10 km of viaducts and eight mined tunnels totalling 21 km.
2024–2026 · ITALY	Messina–Catania railway, Giampilieri–Fiumefreddo doubling Lead Structural Engineer · Webuild, Pizzarotti 13.9 km of new double track with the underground Taormina station and bored tunnels of 3.3 km and 6.1 km.
2024–2026 · ITALY	Messina–Catania railway, Lot 2 Taormina–Giampilieri Lead Structural Engineer · Webuild, Pizzarotti 42 km of double track on a new alignment, about 85% underground, with seven tunnels.
2024–2025 · ITALY	Salerno–Reggio Calabria railway, Lot 1a Battipaglia–Romagnano Lead Structural Engineer · Webuild, Pizzarotti 35 km high-speed line at 300 km/h with 18 km underground, 20 tunnels (eight by TBM) and 19 viaducts.
2024 · ITALY / FRANCE	Turin–Lyon new railway line, CO 3–4 Independent Controller · TELT 57.5 km cross-border base tunnel with about 160 km of total excavation and overburden of up to 2,000 m.
2022–2024 · ITALY	Fortezza–Ponte Gardena railway line Lead Structural Engineer · Webuild, Implenia 22.5 km high-capacity line extending to the Brenner Base Tunnel, entirely underground.
2023–2024 · ITALY	Trento railway bypass Lead Structural Engineer · Webuild, Ghella, Collini 11 km twin-tube railway tunnel with connections to the existing line.
2021–2024 · NORWAY	VAV E6 Rentvann, Oslo Lead Structural & Project Engineer · AF Gruppen, Ghella Drinking water tunnels: 11 km by TBM and 7 km by drill-and-blast.
2019–2023 · NORWAY	Vestfold Line, Nykirke–Barkåker Lead Structural & Project Engineer · Webuild, Pizzarotti 13.6 km double-track railway with rock tunnels, bridges, and a new station at Skoppum.
2019–2022 · POLAND	Świnoujście road tunnel under the Świna Strait Structural Engineer · Porr, Gülermak 1.44 km road tunnel bored with a Ø 13.46 m slurry TBM, with ramps and cut-and-cover approaches.
2019–2020 · SWEDEN	West Link Gothenburg, E04 Haga Station Structural Engineer · Gülermak, Astaldi Rock tunnel and new station excavated in clay.
2017–2019 · NORWAY	Follo Line, Oslo Central Station Lead Structural & Project Engineer · Bane NOR 625 m cut-and-cover tunnel and four technical buildings in quick clay, with jet grouting.



Matteo Cont

TECHNICAL ADVISOR
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After graduating in Structural Engineering from the University of Trento in 2006, Matteo spent 20 years with renowned consultancies (SWS Engineering, AKT II, Ney & Partners, Santiago Calatrava), working on ambitious buildings and bridges in several countries and across the whole supply chain, from concept to construction.

He joined dip: in 2026 to provide technical expertise in integrated design and complex structural systems. His enthusiasm for engineering and appetite for innovation make him a valuable contributor to ambitious projects.

EDUCATION

- MSc in Structural Engineering, University of Trento (2006)

BACKGROUND

- Member of the Order of Engineers of the Province of Trento
- Languages: Italian (native) · English (C1) · French (C1)

Main Projects

2024–2026 · PORTUGAL	Oriente Station extension, Lisbon Lead Engineer for Steel Structures New railway bridge with a 220 m span bow-tie arch.
2024–2026 · SWITZERLAND	Grüningen Bridge Lead Engineer for Steel Structures New road bridge with a 90 m span arch.
2021–2023 · LUXEMBOURG	EIB Campus, third extension, Kirchberg Client's Representative · European Investment Bank 60,000 m² extension of the European Investment Bank campus.
2020–2021 · MOROCCO	Mohammed VI Tower, Rabat Lead Engineer for Steel and Concrete Structures Design of the 26,000 m² podium at the base of the tower.
2020–2021 · LUXEMBOURG	Cents–Weimershof–Neudorf footbridge Lead Engineer for Steel and Concrete Structures 120 m + 80 m suspended structure with precast UHPC deck units.
2020 · SWEDEN	West Link Gothenburg, Haga Station Technical Advisor Detailed design of the concrete structures of the new underground station.
2019–2020 · ITALY	ArcelorMittal environmental shelters, Taranto Project Coordinator Steel and concrete detailing for two shelters totalling 360,000 m².
2018–2020 · ITALY	Brenner Base Tunnel, Fortezza (Franzensfeste) Project Coordinator Concrete structures of the high-capacity railway tunnel during construction.
2017–2019 · NORWAY	Follo Line, Oslo Central Station Technical Advisor Concrete structures of the large connection culvert approaching Oslo Central Station.
2017–2019 · FRANCE	Grand Paris, Line 4, Lot 4 Technical Advisor Concrete structures of the tunnel and associated ventilation shafts.
2016–2018 · ITALY	Adriatic railway upgrade, Fano Project Coordinator Three steel railway bridges (box girder, truss, and tied arch) with spans of 30–60 m.
2015–2016 · USA	Google Charleston East headquarters, Mountain View Project Leader Design of the unconventional "Human Scale Clusters" buildings.
2008–2013 · ITALY	Garibaldi Twin Towers, Milan Project Coordinator Retrofit of the two 120 m towers.



Gabriele Brino

SENIOR GEOTECHNICAL ENGINEER

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Gabriele is a senior geotechnical engineer with more than 12 years of experience in civil engineering design and expertise in mechanised and conventional tunnelling, geotechnics, and BIM methodology for infrastructure. He has led multidisciplinary, multilingual design teams on some of the most demanding underground projects in Europe and abroad.

He coordinates the Mechanized Excavation working group of the Italian Tunnelling Society (SIG / ITA), is a member of the buildingSMART IFC-Tunnel experts committee and lectures on rock and ground improvement at Politecnico di Torino.

EDUCATION

- MSc double degree in Environmental and Land Engineering, Politecnico di Torino and Politecnico di Milano
- Alta Scuola Politecnica, the joint excellence school of Politecnico di Torino and Politecnico di Milano

BACKGROUND

- Member of the Order of Engineers of the Province of Turin
- Lecturer in Rock and Ground Improvement, Politecnico di Torino
- Languages: Italian (native) · French (native) · English (C2) · Spanish (C2)

Main Projects

2022–2026 · ITALY	■ Marco Polo railway link to Venice Airport Design Manager & Deputy PM · Rizzani de Eccher – Manelli JV · RFI 8.3 km link to the Venice–Trieste line, with a 3.4 km cut-and-cover tunnel built top-down between diaphragm walls below the water table, the Dese bridge and the underground airport station; detailed design and coordination of civil works and railway systems.
2023–2024 · ITALY	■ Verona–Brenner railway, Val di Riga, Bressanone Design Coordinator · ICM · RFI Conventionally excavated Olimpia tunnel, cut-and-cover tunnels, cuttings, embankments, and the underground station; detailed design and coordination of civil works and railway systems.
2020–2022 · ITALY	■ Gronda di Genova motorway, Gronda di Ponente Lot 8A Excavation System Designer · CREG · Autostrade per l'Italia 28.8 km of tunnels (Monterosso, Amandola, Borgonuovo) bored with two Ø 14.7 m slurry TBMs; design of the TBMs, slurry treatment plant, slurry circuit and TBM launch and reception through the preliminary, competitive dialogue and bidding phases.
2019–2022 · ITALY	■ Naples–Bari railway, Frasso Telesino–Telese lot Deputy Design Manager & Calculation Engineer · RTI · RFI 11.2 km lot with a double-track single-tube tunnel and the 2.9 km Telese cut-and-cover tunnel; detailed design including portals with large-diameter pile walls and top-down slabs.
2018–2019 · POLAND	■ Świnoujście road tunnel under the Świna Strait Design Manager & Deputy PM · Porr, Gülermak · PKP 1.5 km road tunnel bored with a Ø 13.5 m slurry TBM; final and detailed design of the segmental lining, internal structures, emergency exits and TBM launch and reception.
2017–2019 · ALGERIA	■ East–West Motorway, Djebel El Ouahch Tunnel T1 Design Manager & Deputy PM · Cosider–Trevi JV · ANA Twin-tube motorway tunnel (2 × 1.9 km, 190 m² cross-section) excavated with the ADECO-RS method; detailed design of rock mass and collapse-zone consolidation, exploratory tunnel, cross-passages, niches, and GIN injections.
2015–2018 · ITALY / AUSTRIA	■ Brenner Base Tunnel, Mules 2–3 lot Design Engineer · BBT SE 17 km of conventional and mechanised excavation for the twin-tube high-speed railway tunnel, exploratory and emergency tunnels, with single- and double-shield TBMs (Ø 7 m and 10 m); tender, detailed and construction design.
2014–2015 · AUSTRIA	■ Koralpin Tunnel, Klagenfurt–Graz railway TBM Engineer, geological-geotechnical group · Strabag–Jäger Bau · ÖBB Infrastruktur 2 × 33 km high-speed / high-capacity railway tunnel bored with Ø 10 m double-shield TBMs.



Nicola "Niki" Camiscia

SENIOR CONSTRUCTION MANAGER

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Niki is a geologist with more than 20 years of experience in deep foundations and ground improvement. As construction manager and deputy project manager on major foundation projects across Europe, the United States, and the Middle East, he has become a recognised specialist in grout injections – especially compensation grouting – and jet grouting.

Over twenty years on site, from drilling and tube-à-manchette (TAM) installation to grouting and settlement monitoring, he has managed compensation grouting works protecting buildings and bridges above TBM excavations in Łódź, San Francisco, Bologna and Rome, as well as foundation works on railway and metro projects worldwide.

EDUCATION

- MSc in Geological Sciences and Applied Geology

BACKGROUND

- Specialist in compensation grouting, jet grouting, and grout injection techniques
- Languages: Italian (native) · English

Main Projects

2024–2026 · SWEDEN / POLAND	■ West Link Gothenburg, Haga Station, and Łódź TBM tunnels Construction Manager · Systra-SWS Compliance supervision at Haga; review of compensation grouting to minimise settlement of the buildings above the Łódź TBM tunnels.
2020–2024 · ITALY	■ Naples–Bari railway, Hirpinia lot Construction Manager · Consorzio Hirpinia AV (Webuild / Astaldi) Foundations and construction of all viaducts: piles, diaphragm walls, concrete pours and lifting of precast and steel beams.
2018–2020 · DENMARK / SWEDEN / FRANCE	■ Special foundations and ground improvement works Site Manager & Deputy Project Manager · I.CO.P. Foundation and ground improvement projects for the group's Northern European branches.
2016–2018 · USA	■ Foundation works, Texas Superintendent / Assistant Project Manager · Bencor (Keller) Slurry walls and deep foundations, with risk assessment and claims management.
2015–2016 · USA	■ Central Subway, San Francisco – compensation grouting Consultant · Clivio Supervision of drilling, mix design, pre-conditioning and compensation grouting beneath the affected buildings.
2005–2015 · ITALY / WORLDWIDE	■ Special foundations and ground improvement works Site Manager / Deputy Project Manager · Keller Fondazioni Compensation grouting (Rome Metro Line B1, Bologna high-speed railway), ground anchors in Doha, slurry walls, jet grouting and secant piles across Europe, the US and Qatar.
2003–2005 · ITALY	■ Special foundations and ground improvement works QC / Deputy Site Manager · SIPES Quality control and site coordination on special foundation projects.



Alessandro Gatto

SENIOR CAD DESIGNER

A.GATTO@DIP-ENG.COM

Alessandro is a Senior CAD Designer with over 15 years of international experience on large-scale underground and infrastructure projects. He delivers complex tunnelling, transit, and civil engineering drawings from concept to final construction layouts, working within multicultural, BIM-driven engineering teams.

His work supports the design of structural and geotechnical civil works for major road and rail infrastructure, from tender and detailed design through to construction and as-built documentation. As CAD Coordinator he has led drafting teams on high-speed rail, metro and motorway contracts in Italy, Australia, and Sweden.

EDUCATION

- Technical high school diploma in Surveying and Construction, ITCG M. Buniva, Pinerolo (2009)
- CAD Technical Operator, CFIQ - Consorzio per la Formazione, l'Innovazione e la Qualità (2011)

BACKGROUND

- Member of the Board of Surveyors of Turin since 2013
- AutoCAD, BIM / CAD coordination, VBA, Docfa, Pregeo
- Languages: Italian (native) · English

Main Projects

2026 · ITALY	Turin Metro Line 2, Rebaudengo–Politecnico <a>CAD Technician / Designer · InfraTO Lots 1A, 1B and 2C: 8.7 km of line and 11 stations from Rebaudengo to the Politecnico.
2024–2026 · AUSTRALIA	Suburban Rail Loop, Melbourne <a>CAD Technician / Designer · Suburban Rail Loop Authority About 26 km of twin-bored tunnels with six new underground stations; detailed design of the tunnelling packages.
2023–2026 · ITALY	Palermo–Catania railway, Lots 1+2 <a>CAD Coordinator · KASSAR (Webuild, SELI Overseas, Ghella, Tunnelpro) 27 km of new line with three TBM tunnels totalling 20 km and eight viaducts totalling 3 km; BIM modelling and as-built documents.
2023–2026 · ITALY	Palermo–Catania railway, Lot 4a Caltanissetta Xirbi–Enna <a>CAD Coordinator · TRISCELIO (Webuild, Pizzarotti, Ghella, Tunnelpro, SELI) Detailed and construction design of tunnels and viaducts.
2023 · ITALY	Terzo Valico dei Giovi, Genoa Node – Area 4 <a>CAD Coordinator · Consorzio COCIV · RFI Genoa Voltri freight yard with seven 750 m tracks and two new stops; structural and geotechnical drawings.
2022 · ITALY	Terzo Valico dei Giovi, Genoa Node – Areas 1 & 3 <a>CAD Coordinator · Consorzio COCIV · RFI Extension of the C. Colombo and S. Tommaso tunnels and quadrupling of the Voltri–Sampierdarena line.
2021–2022 · ITALY	Terzo Valico dei Giovi, Milan–Genoa high-speed / high-capacity line <a>CAD Technician / Designer · Consorzio COCIV · RFI 53 km of high-speed line, 37 km of which in tunnel; formwork and reinforcement drawings for concrete and steel structures.
2020–2021 · ITALY	Levante Waterfront redevelopment, Genoa <a>CAD Technician / Designer · Metropolitan City of Genoa Urban redevelopment with a heavy-traffic bridge over the main canal and a movable pedestrian bridge.
2017–2019 · ITALY	SS 117 "Centrale Sicula" upgrade <a>CAD Technician / Designer · ANAS 4.2 km upgrade with the foundation design of four bridges in a widespread landslide area, on piles and deep foundation shafts.
2016–2017 · ITALY	Ragusa–Catania motorway, dual carriageway upgrade <a>CAD Technician / Designer · ANAS Four steel–concrete composite bridges totalling about 1,395 m and a single-span bridge over a watercourse.
2016–2017 · ITALY	Licodia Eubea–Libertinia expressway, Section B <a>CAD Coordinator · ANAS Five major viaducts totalling 2,108 m, with concrete substructures and steel–concrete composite decks.
2013–2015 · BRAZIL	Fiat Betim plant, new paint shop <a>CAD Technician / Designer · Fiat Three-storey precast concrete building with a steel roof, 46 m high, covering about 22,000 m².



Roberto Anderle

BUSINESS DEVELOPMENT · INTERNATIONAL

R.ANDERLE@DIP-ENG.COM

Roberto has built his career on internationalisation and on seeing business from different angles.

He has 30 years' experience in sales and marketing in a range of roles: at the headquarters of a multinational group with a worldwide outlook, at a national distributor in Italy and as manager of a regional dealership in Spain.

Roberto has spent 22 years abroad and now lives in Sweden.

Since 2018 he has worked in the engineering sector, where he is responsible for business development in Scandinavia and has been involved in several infrastructure projects in Norway and Sweden.

EDUCATION

- MSc in Economics and Business Management, University of Trento (1997), with an Erasmus exchange at Utrecht University
- Lean coaching in workflow and process optimisation
- Communicology: advanced course in communication and leadership

BACKGROUND

- Languages: Italian (native) · English (C2) · Swedish (B2) · Spanish (C2)

Career

2018–2026 ·
SCANDINAVIA

Infrastructure engineering
Business Development, International
Tunnels, bridges, water, roads, and rail: building strategic partnerships with contractors for infrastructure projects, with a focus on Sweden, Norway, and Denmark.

2014–2017 · SPAIN

Sales and services, transport sector
Dealer Manager, Almería · Scania
Regional responsibility for sales (new and used vehicles) and services (repair and maintenance) for Scania, a premium manufacturer of commercial vehicles.

2007–2014 ·
ITALY / SWEDEN

Lean organisation, flow, and process optimisation
Lean Coach, worldwide network
Coaching companies on new ways of working – creating flow, optimising processes, and eliminating waste – to the benefit of both owners and employees.

1998–2007 ·
ITALY / SWEDEN

Sales and pre-sales
Sales, Marketing and Product Management
Making products attractive to customers and matching them to customer needs.

Complexity, solved by innovation.

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