



Work Experience Overview: Max Langosco MSc, PMP, CSM

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Career Summary:

Max is a *change and risk focused project management consultant and trainer*, with over twenty years of experience in developing project managers, and in recovering troubled projects in high stress complex contexts.

A natural team player, Max brings an agile, value focused approach to complex management, and to driving change.

His main focus points in the project management arena relate to:

- ⊗ at the operational level: change management, troubled projects, complexity, project kick-off, and blending traditional and agile approaches.
- ⊗ at the management level: systems thinking, deployment of PMO, evaluating project management maturity, and developing and following up maturity road maps.

Education and certifications:

July 1997 Dottore in Economia e Commercio (Business, Management and Trade)
at the Università di Roma Tor Vergata.
Mar. 2008 Project Management Professional (PMP®) from PMI®
Feb. 2018 Certified Scrum Master (CSM®) from Scrum Alliance



September 2008-today: Freelance project management consultant and trainer

Consulting Experience

- ⊗ Recovery of troubled projects (Telecom: Canada, UAE, KSA – Aerospace: Germany, France),
- ⊗ Set Up and deployment of PMO (Banking: UAE - food industry: Switzerland)
- ⊗ Change management and transformation efforts (Food industry: Switzerland),
- ⊗ Supporting project kick off work (food industry: South Africa, KSA, Germany),
- ⊗ Facilitation of risk evaluation sessions, and risk management process set-up (Telecom: Italy, Greece, USA – Aerospace: Germany).

Training/Speaking experience:

- ⊗ Trained over 3500 project managers across Europe, Middle-East, Africa, and North America. Training in: project management, risk management, change management, leadership skills, conflict management, negotiation skills, and PMP® certification preparation,
- ⊗ Set up successful and innovative Learning & Development solutions,
- ⊗ Faculty member at the International Institute for Learning (IIL),
- ⊗ Speaker at public and corporate Project Management venues, on topics relating to managing complexity, Leadership, and Risk management.

Jan 2009-Feb 2013

Project Management lecturer at the Carinthia University of Applied Sciences (CUAS) in Austria.

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I certify that the statements made are true, complete and correct to the best of my knowledge.
I undertake to produce, upon request, copies of supporting documents.



Pre 2008:

July 2007-June 2008

Nokia Siemens Networks (NSN), Project Management Services:

Global Product Manager - Munich, Germany.

Principal Achievements:

- ⊗ Defined the new NSN global Project Management Portfolio, increasing visibility of PM value.
- ⊗ Implemented Project Management tendering processes globally, and trained over 150 NSN Project Managers.
- ⊗ Defined global PMO corrective actions, by analyzing NSN Project Management Services maturity level.
- ⊗ Responsible for global Project Management Services, Product Management, with a global team of 21 regional Product Managers (functional reporting line).
- ⊗ Consulting regional organizations, Customer Business Teams, on Project Management and deployment strategies. Developing and following up on benchmarking systems.

This is a role in the NSN Global PMO. Service business size: a total value of 2.8BEuro deployed per year, by the Network Implementation department.

December. 2004-June. 2007

Nokia Inc. North America, Project Management Services:

Product Manager. - Atlanta, GA USA (April-June 2007: Dubai UAE)

Principal Achievements:

- ⊗ Trained over 50 Project Managers in North America (NAM) and Middle East and Africa (MEA).
- ⊗ Completed over 200 tenders, with total services bid sold value over 300MUSD.
- ⊗ Tendered most of Nokia's main projects in NAM and MEA at the time.
- ⊗ Deployed PM tendering processes in NAM and MEA.
- ⊗ Built up the new PM Services Product Management team in MEA.

September.2003 - December.2004

Nokia Inc. North America, Cingular Customer Business Team:

Cost & Progress Manager - Atlanta, GA USA.

Principal Achievements:

- ⊗ Owned and implemented all Project Management processes and tools and progress tracking systems permitting full visibility over the roll out (project of 1.2BUS\$ in value, with over 130 resources across 22 regions in the USA). Reporting to the project director.
- ⊗ Deployed the project Risk Management (contingency reserve value was over 100MUS\$).
- ⊗ Gained financial clarity by implementing and utilizing Earned Value Management.
- ⊗ Responsible for making sure that the acceptances occurred on time, and that the acceptance processes were correctly followed, in this way, directly impacting cash flow.

July 2002 - September.2003

Nokia Italia S.p.A. South Europe:

Delivery Services Cost Manager - Milan, Italy

Principal Achievements:

- ⊗ Implemented the Country Cost Data-Base System (a cost tracking and benchmarking system used in tendering).



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- ☉ Responsible for 'as-sold' cost estimates for all tenders in South Europe (Italy, Greece, Spain, Portugal, Israel, Turkey, Saudi Arabia, Egypt and Iran) and justifying them in front of upper management before customer contract signature.
- ☉ Benchmarked subcontractor prices throughout the region, and initiated their rationalization, bringing increased margins across the whole region.

Sept. 2000– June 2002:

Nokia Peru SA:

Project Manager, Operations - Lima, Peru.

Principal Achievements:

- ☉ Rolled out the first digital network in Peru, nationwide, on time and on budget (managed project progress, profitability, invoicing, and cost control. Value 100MUS\$, with 25 resources, and six subcontractor companies).
- ☉ Set up green-field company offices in Peru.

Before 2000:

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|-----------------------|--|
| Aug. 2000– Sept. 2000 | Nokia Italia S.p.A.: National Junior Controller - Milan, Italy. |
| Feb. 1999 – July 2000 | Nokia Italia S.p.A.: National Project Controller – Milan, Italy. |
| Oct. 1997 – Nov. 1998 | Hotel Mozart: Employee. - Rome, Italy. |

Languages:

Fluent: Italian, Hungarian, English,
Proficient: German, Spanish,
Basic: French.

Useful links for further information:

LinkedIn Profile: <https://www.linkedin.com/in/langosco/>
Short bio (ENG): <http://crowrider.com/administration/about-max-langosco/>
Timeline: <http://crowrider.com/administration/max-timeline/>
Speaking history: <http://crowrider.com/administration/speaking-history/>