



David Armaroli

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● ABOUT ME

I am a liberal and a strong supporter of the human rights. I have an engineering and financial background with deep interests in contemporary history and psychology. I am passionate about philosophy. I have been working in the energy sector for the last few years, acquiring an extensive expertise in the field. Particularly, my work experience focuses on green energy projects development (solar, wind, hydrogen). Climate change and access to sustainable and affordable energy are the main challenges I want to contribute to.

● WORK EXPERIENCE

01/11/2020 – CURRENT Rome, Italy

SENIOR BUSINESS DEVELOPMENT - HYDROGEN BUSINESS UNIT ENEL GREEN POWER

I am currently in charge of hydrogen project development in APAC and Africa. I also coordinated several projects in Italy and US.

The Hydrogen Business Unit was conceived as a start-up within Enel. We develop green hydrogen projects worldwide with the aim to deliver the most effective decarbonization solution to our customers, taking advantage of our leadership in renewables. Target sectors include oil refinery, ammonia production, heavy trucks for mining, high-grade heat industrial processes (steel, ceramics, cement, glass, etc), hard-to-electrify railways.

Supported by the other involved units, our activities include market scouting and projects origination, definition and optimization of projects based on customers/partners needs, project management, preliminary feasibility analysis (incl. sustainability), due diligence, financial modelling, access to public funding, renewable power supply (e.g. PPA), permitting, deals negotiation and structuring (offtake, EPC, co-development, etc), regulatory framework assessment, investment package preparation, etc. Moreover, we are actively involved in policy advocacy and regulatory positioning at national and European level.

01/07/2019 – 31/10/2020 Roma, Italy

BUSINESS DEVELOPER - RENEWABLE ENERGY (EAST ASIA AND AUSTRALIA) ENEL GREEN POWER

We spot and develop investment opportunities in renewable energy projects in Asia Pacific and Australia. Particularly, we originate new projects; engage in negotiations with local co-developers; draft contracts; perform projects feasibility analysis and due diligence; run financial valuations; supervise the permitting process; manage the timeline of activities and deliverables to guarantee their consistency and speed up the process; coordinate the development team (composed by several departments, such as engineering, procurement, O&M, contract management, commercial office, etc); prepare reports and presentations for the senior management; prepare the required documentation to be submitted to the Board for the investment decision (Investment Proposal Package).

16/12/2016 – 30/06/2019 Rome, Italy

ENERGY MANAGEMENT ENEL GROUP

Mid-term economic optimization of the Italian power generation fleet (~40 GW thermal and renewables). The unit is responsible for maximising the economic margin of the plants portfolio on both energy and ancillary services markets, minimising risks (hedging).

01/11/2016 – 10/12/2016 Milan, Italy

CONSULTANT - ENERGY AND UTILITIES BUSINESS INTEGRATION PARTNERS (BIP)

● EDUCATION AND TRAINING

01/10/2019 – 10/06/2021 Milan, Italy

MASTER IN BUSINESS DEVELOPMENT SDA Bocconi

Main topics of the course include: Legals (International contracts and specificities); Partnering strategies; Managing global collaborations; Project Management; Tender & Bidding Management; Investment Evaluation; Project Financing; Due Diligence; Technology Innovation Trends; Exit Strategies; Team Management & Leadership; Effective Negotiation; etc.

Address 20136, Milan, Italy | **Website** <https://www.sdabocconi.it/en/home> |

Field of study Business, administration and law

10/01/2019 – 14/06/2019 New York, United States

CORPORATE FINANCE - SPECIALIZATION COURSE New York University, Stern School of Business (NYU)

The course, held by professor A. Damodaran, covers financial statements, corporate governance, cost of capital, leverage (gearing), valuation.

Address 44 West 4th Street, 10012, New York, United States | **Final grade** A | **Thesis** Enel Group financial analysis

10/10/2013 – 27/04/2016 Milan, Italy

MASTER OF SCIENCE - ENERGY ENGINEERING Politecnico di Milano

Specialized in power production, transportation and markets.

Address Piazza Leonardo Da Vinci, 32, 20133, Milan, Italy | **Website** <https://www.polimi.it/en/> |

Field of study Electricity and energy | **Final grade** 110 cum laude | **Level in EQF** EQF level 7 |

Thesis Calcium-Copper looping process for hydrogen production applied to ammonia plants

15/09/2010 – 07/10/2013 Bologna, Italy

BACHELOR OF SCIENCE - ENERGY ENGINEERING University of Bologna

Address via Zamboni, 22, 40126, Bologna, Italy | **Website** <https://www.unibo.it/en> |

Field of study Electricity and energy | **Final grade** 110 cum laude | **Level in EQF** EQF level 6 |

Thesis The role of the solar energy in the energy requalification of buildings

25/01/2020 Geneva, Switzerland

PORTFOLIO AND RISK MANAGEMENT (MOOC) University of Geneva

Optimal investment portfolios theory

Address 1205, Geneva, Switzerland | **Website** <https://www.unige.ch/en/university/presentation/>

● LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

Microsoft Office | Microsoft Word | Microsoft Excel | Microsoft Powerpoint | Outlook

● **ADDITIONAL INFORMATION**

PUBLICATIONS

Integration of the Ca-Cu process in ammonia production plants (published on I&EC Research) – 2017

Ammonia is one of the most important and widely produced fertilizers precursors, yet its production is very polluting. In this work, the application of a Calcium-Copper looping process into a state-of-the-art ammonia production plant is assessed through process simulations. The results of the simulations proved to be very promising, leading to a significant reduction of primary energy consumption and carbon emissions (with roughly 97% carbon capture efficiency).

PROJECTS

See bottom end of the document

HOBBIES AND INTERESTS

Politics; Contemporary history; Philosophy; Psychology; Macroeconomics; International cooperation.

VOLUNTEERING

Clown therapy in hospital; Hope-link development group with CIVS in Kenya (international work-camp on the Victoria Lake); Libera (contrast to the mafia); Ingegneria Senza Frontiere; Food distribution to poverty-stricken in Rome
