

FRANCESCO BERNARDI

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PROFESSIONAL EXPERIENCE

01/2024 – Present

MBDA

Rome, Italy

Chief of Staff to the Chief Executive Officer

- Manage, on behalf of the CEO, specific cross-functional projects at national and/or Group level.
- Support major business projects from conception to practical completion, under the supervision of executives and department heads;
- Support the development of product and market strategies to seize new business opportunities;
- Assist and interact with executives in the areas of decision making, programme management and initiative execution;
- Maintain within critical programmes relationships with customers, partners and suppliers

01/2023 – 12/2023

Leonardo SPA – Corporate

Rome, Italy

Executive Senior Vice President Funded Programmes

- Coordinating all National and European Funded Projects in order to maximize the creation of value for the Leonardo Group;
- Identify the sources of financing on the basis of the needs of the all the Group Divisions and of the competent Corporate Units as well as the sustainability of expenses, within the overall framework of the sources available to the group;
- Ensure constant monitoring of the evolution of legislation on the subject and sourcing of subsidized funding sources;

10/2015 – 12/2022 **Leonardo SPA – Aircraft Division**

Turin/Rome, Italy

Senior Vice President Strategy, Market and Business Development

- Define the Strategic Plan of the Company applying a marketing strategy aligned with Group philosophy and overall business strategy.
- Define the Strategic Plan of the Company, identifying and implementing new initiatives whilst supporting the Top Management in evaluating strategic development options (alliances, partnerships, acquisitions and divestitures, etc.)
- Through a dedicated team define marketing analyses identifying market drivers, potential needs/requirements and positioning the products within their competitive environment.
- Supported by marketing analyses, address and manage business development efforts towards countries presenting the higher business development probability to success and set-up strategic country plans.
- Perform business analysis activities through the elaboration of current and new product Business Plan.
- Leading activities related to M&A strategies, due diligence, partnerships agreements
- Coordinate the definition of Multi-Business Programmes, managing relations with key Government Clients and Partners
- Address Industrial Collaboration operations to develop business by leveraging on cooperation agreements.

Relevant Activities:

- *Managing the Partnership agreement with Airbus on the Future Cargo Program (FMTC Program) and Trainers collaboration*
- *Managing the negotiations and Partnership Agreement with Elbit Systems on Trainers aircraft*

- *Managing the Leonardo preliminary activities in the Tempest Program*
- *Managing the Leonardo Corporate Integrate Project Team of the Eurodrone Program (€9 Billion and 4 Nations)*
- *Managing the U.S. Trainers Campaigns in the U.S.A. and finalize the Partnership agreements (\$7 Billion Bids)*
- *Main M&A leading activities: Piaggio Aerospace, Atitech, Gamesa, Skydweller*

7/2011 – 9/2015

Leonardo SPA – Aircraft Division

Rome, Italy

Deputy Senior Vice President Strategy, Business Development & Technology Research

- Leading the Company **Technology Strategy Plan** in strict connection with the Strategic plan of the Company building the Technological Development Plan including capture funding opportunities
- Define the Strategic Plan of the Company, identifying and implementing new initiatives whilst supporting the Top Management in evaluating strategic development options (alliances, partnerships, acquisitions and divestitures, etc.)
- Through a dedicated team define marketing analyses and policies, guaranteeing, leading and coordinating the commercial presence of the Company in the Countries and geographical areas concerned.
- Leading activities related to M&A strategies, due diligence, teaming agreements, and joint ventures both domestic and international.

6/2005 – 3/2011

Alenia North America, Inc (Finmeccanica Group)

Washington, DC U.S.A.

Chief of Staff of the CEO and General Counsel

- Reported directly to the President & CEO of the Company, Responsible of the Legal and compliance Department with specific responsibilities in developing business opportunities and overall strategies of the Company together with the top management of the Company.

Relevant Activities

- Supporting the C-27J Aircraft campaign (\$7 Billion contract)
- Leading the business negotiation of the creation of the following U.S. Joint Venture: Global Aeronautica with Boeing and GMAS with L-3 Company

9/2001 – 5/2005

Alenia Aeronautica, S.p.A. (Finmeccanica Group)

Rome, Italy

General Counsel

- Reported directly to the General Counsel of Alenia Aeronautica, providing legal advice on international corporate and commercial contracts
- Responsible for the Direction of Procurement at Alenia Aeronautica S.p.A

EDUCATION

2015	INSEAD Business School	<i>Knowledge Transfer Leadership</i>	Fountainbleau, France
2014	SDA Bocconi School of Management	<i>Master Degree</i>	Milan, Italy
2001	LUISS University Management School	<i>Master in "International Corporate law"</i>	Rome, Italy
2000	University of Bari School of Law	<i>Law degree (110/110)</i>	Bari, Italy

LANGUAGES

Italian (Mother tongue), **English** (Fluent), **Spanish** (Proficient)

INTERESTS

Sailing, skiing, scuba diving, traveling