

# MARIOS STYLIANOU

## PORTFOLIO

INDUSTRIAL AUTOMATION,  
MECHANICAL & LEAN  
ENGINEER

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### CONTACTS



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### PERSONAL DETAILS

First name : Marios  
Last name : Stylianou  
Date of birth : 05/12/1989  
Place of residence : Milano  
Nationality : Cypriot

### PROFILE & AMBITION

My name is Marios Stylianou, I'm from Cyprus and over the last years I live in Milan. I define myself as a highly motivated person, creative and with an innovative mindset, always positive, full of energy and impatient to share my ideas, but still ready to challenge them! That's how I have set myself in both working and private context: always in search of continuous improvement.

In the following pages, or by visiting my personal website [www.stylianoumarios.com](http://www.stylianoumarios.com) you can find my complete profile and background, as well as my hobbies and interests and some of the projects carried out during the last years. If, however, I should describe my curriculum briefly, I would say that I am a Mechanical Engineer, specialized in Industrial Automation, major in Industrial Technologies & Management and I am fascinated by everything that could improve me.

## EDUCATION & COURSES

### Education

Degree	Period	Title
Master of Science (M.Sc.)	Feb 2017 – Apr 2021	Industrial Automation Engineering (Industrial Technologies & Management Curriculum)
Bachelor of Science (B.Sc.)	Sep 2009 – Feb 2016	Mechanical Engineering (Mechanical Design Curriculum)
Apolityrion	Sep 2004 – Jun 2007	High School (Scientific Curriculum)

### Courses

Dates	Course description	Institute	Certificate
07-08.02.2022	<i>Refrigeration Methods</i>	Centro Studi Galileo	Certied by Associazione dei Tecnici del Freddo
16-17/12/2021	<i>c.Web</i>	CAREL INDUSTRIES S.p.A	
6-7-9-10/12/2021	<i>c.Suite - Programming suite for the development of HVAC/R units or systems using c.pCO family controllers</i>	CAREL INDUSTRIES S.p.A	
19.02.2018 – 21.02.2018	<i>Routine tests carried out in controlled contamination environments, by demonstrations, through simulations</i>	AirLab Green & Hi-Tech Air Conditioning - Politecnico di Milano	Cleanroom Advance Course certified by ICCCS and ASCCA



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## PORTFOLIO



29.11.2017	<i>Basic understanding of how Six Sigma framework works in delivering successful projects</i>	6 Sigma Study	Six Sigma Yellow Belt Professional
25.09.2017 – 26.09.2017	<i>Fundamental notions on the functions and characteristics of Cleanrooms</i>	AirLab Green & Hi-Tech Air Conditioning - Politecnico di Milano	Cleanroom Basic Course certified by ICCCS and ASCCA

### WORK EXPERIENCE\*

#### Full-Time collaborations

Company	Period	Responsibility
 Mobile living made easy.	Jan 2020 - Today	Industrial Automation Engineer
 Ingenuity for Life.	Apr 2014 - Mar 2018	Electrical Network Designer

#### Internships

Company	Period	Responsibility
	May 2019 - Aug 2019	Lean Engineer
	Nov 2015 - Feb 2016	Mechanical Engineer

#### Sidelines

Organisation	Period	Department & Function
Republic of Cyprus	Jul 2007 - Aug 2009	Military Officer - Telecommunications Department

\*The positions are described in more detail in the appendix

## HOBBIES



Interior Design



Architecture



Art



Sightseeing



Traveling



Sports

Over the last years, by living in Milan, a city in continuous evolution, with such an important history and with many permanent and temporary exhibitions, shows and every kind of event, I got passionate about Architecture, Design and Arts, in addition of course, to my interest in staying always up to date with the trends and innovations in different fields and businesses.

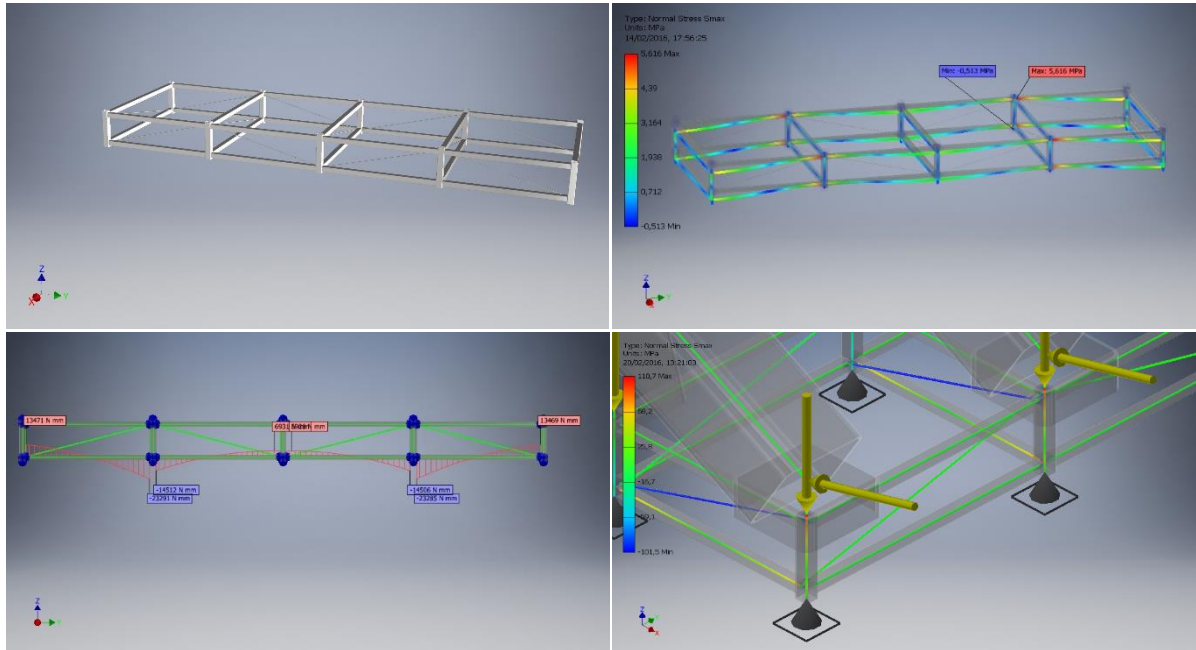
Indeed, I would say that the city' s innovative culture and its tendency to change has also influenced my way of thinking and hence in my projects, I now consider not only the engineering aspects and requirements but also those concerning the aesthetic details and user' s experience, trying in this way to maintain always a holistic and client centered approach whoever my "Customer" is; the end user, my colleagues, my boss or just a friend.

## PROJECTS

### Padana Cleanroom SRL

Title

"Verification and structural dimensioning for a supporting frame of a CNC bending machine"



#### Project description:

This project was the result of my internship experience at Padana Cleanroom SRL (Cremona, Italy), during the third and last year of my BSc in Mechanical Engineering (major in Mechanical Design).

As the title recalls, the project was initially focused on the design and in a second phase on the structural dimensioning of a frame that was going to support a new CNC bending machine that the company purchased. Over the realization of the frame, my goal was also to make a comparison between what the classical applied mechanics teach and the results obtained by a CAD software.

To do this, I have first performed the structural analysis manually (according to the classical mechanics theory and formulas) and then realized the 3D model representing both the bending machine and its support frame using Autodesk Inventor. Finally, I have simulated different situations (during static & operational mode) using the Finite Element Analysis Simulator of Autodesk Inventor.

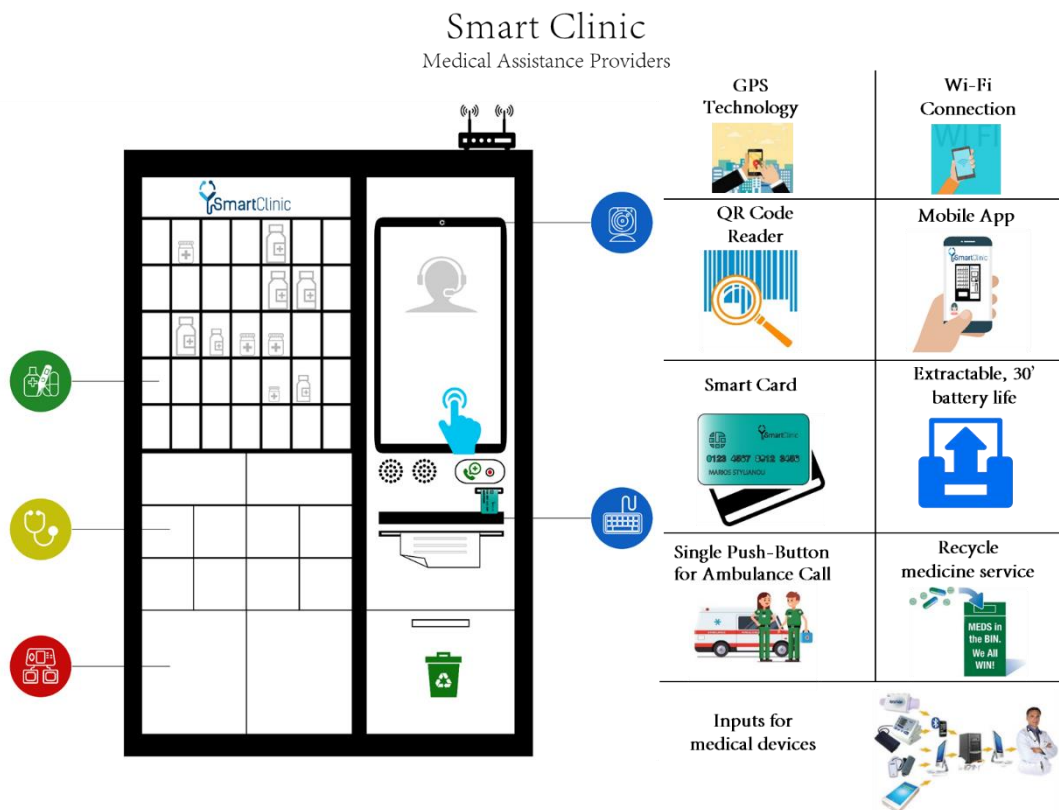
University of Pavia

Course

Strategic Management and Business Planning

Title

SMART CLINIC - Medical Assistance Providers



### Project description:

Smart Clinic was the result of the project work developed during Strategic Management & Business Planning course, attended in the first semester of my MSc in Industrial Automation Engineering (major in Technologies and Management).

The goal of this project, as defined by the professor, was to think about an innovative product and to create for it both a pitch and a business plan (including a short/medium term Financial Analysis), applying all key principles in terms of business strategy and management, taught during the course. In addition to these requirements, personally, I' ve also tried to consider particularly the graphic design of the presentation as well as to show my technological insights and views through the characteristics and capabilities of the product that I have finally presented.

However, I prefer to let the pitch explain better what's about, so please visit my website and click to open and visualize my SMART CLINIC project!



University of Pavia

Course

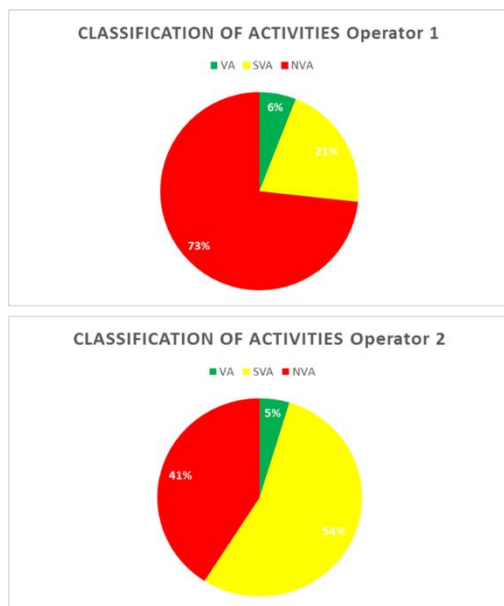
Lean Production

Title

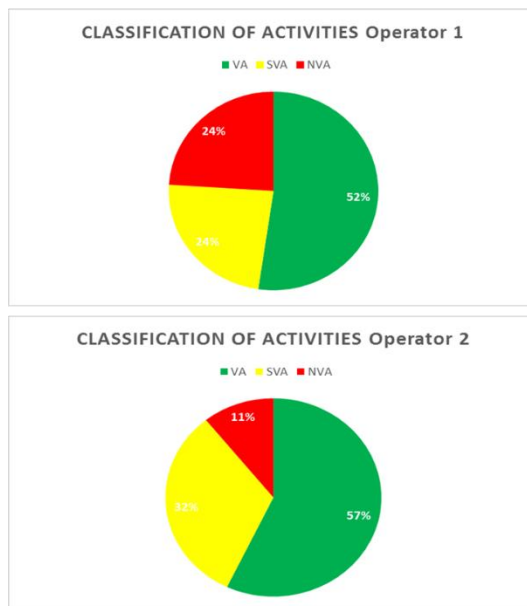
SMED Analysis

## Performance Comparison

### Before Improvements



### After Improvements



### Project:

The above project concerns a group work realized for the Lean Production course during the third semester of my MSc. As the title indicates, this project represents a real case study where a SMED analysis was performed in order to reduce the changeover time of a production line.

For the execution of the analysis, we have firstly observed the whole changeover process through the videos provided by the professor. Then, we recorded all the changeover times and categorized each activity (in Value Added, Semi-Value Added and Non Value Added activities).

In order to make a comparison between the situation before and after applying our improvements, we have then generated a KPI by giving different marks to these 3 categories. The result was a reduction of almost 50% of the initial changeover time as shown by the final pie charts!

University of Pavia

Course

Planning, management and supply of goods and services

Title:

"Industry 4.0: The Italian SMEs Revolution"



Project:

After a short introduction to the last industrial revolution, this thesis concerns Italy's National Plan for encouraging industries in making the first step to their digitalization.

Title:

"LEAN Production: Far more than a business strategy "

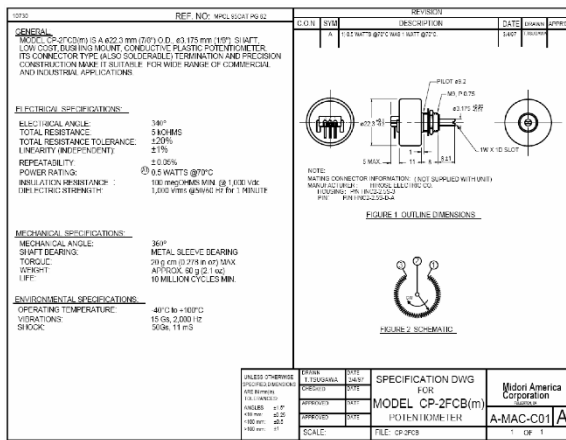


Project:

This small thesis concerns lean manufacturing principles, firstly passing through various definitions and interpretations and secondly by analyzing the most important and common tools used for its implementation.

Title:

Data analysis for an angular position transducer

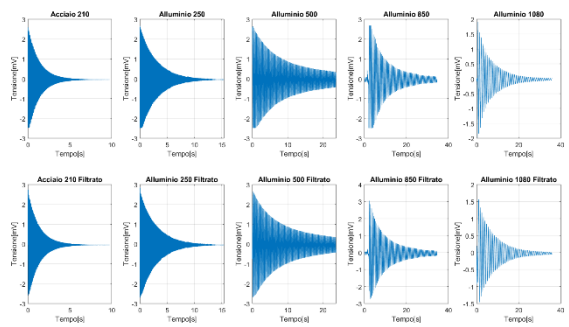


Project:

The goal of this report was to create a Matlab program for the processing of the data provided by an angular position transducer and for the graphical representation of the displacement, the angular velocity and the acceleration, starting from the specifications of the instrument, the calibration data and from the data recorded during four different tests.

Title:

Analysis of the oscillatory behavior of a vibrating metal sheet



Project:

Analysis of the oscillatory behavior of a vibrating metal sheet by calculating the equivalent damping coefficient and its variation as a function of the peak amplitude.

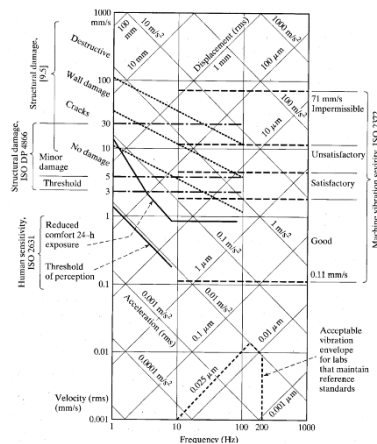
University of Pavia

Course

Complements of Applied Mechanics

Title:

Vibration analysis and control of a helicopter seat

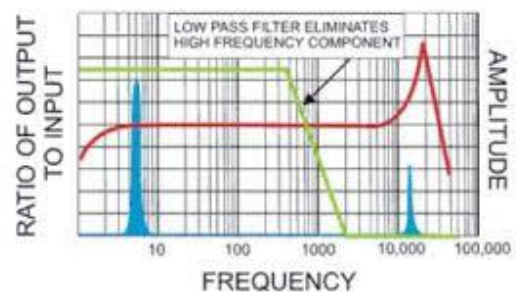


Project:

Realization of a Matlab program for the study of the vibrations transmitted to the pilot of a helicopter as a function of the parameters characterizing the system. Appropriate choices had to be made in order to respect the vibration levels prescribed by the ISO 2631 standard.

Title:

Transfer function of an accelerometer



A low pass filter removes high frequency components of the measured signal

Project:

The aim of the above project was to create a Matlab program that reproduces graphically the relationship between the acceleration value provided by a piezoelectric transducer and the actual acceleration value measured.

BMI Group

Title

BMI In Your Hands (Part of the "1 Year Project" series of projects)



Raccontaci la tua visione a 360 gradi per proiettare il nostro stabilimento in un futuro pieno di successi: dall'organizzazione aziendale, alla cura dei singoli processi, ai servizi

Take **BMI** in your hands!

Se dal 01 Gennaio 2020 ti consegnassimo le chiavi della Ferrari... Come sarebbe la nuova BMI con te alla guida?



- Cosa prometteresti ai tuoi colleghi al tuo insediamento?
- Quale sarebbe la prima cosa che cambieresti?
- Quale sarebbe la prima cosa che cambieresti?
- Descrivi un'idea (anche di più se ne hai) di miglioramento, per la Struttura aziendale, la Comunicazione tra i Reparti, la Promozione dei nostri prodotti, la Qualità, le Condizioni di lavoro e/o qualsiasi altra idea avresti sempre voluto esprimere
- Infine, se ti venisse dato un budget di 1 Milione di Euro, come lo useresti? Nomina i Reparti, i Settori, i Macchinari, le Attività e qualsiasi altra cosa sulla quale investiresti!

Nome & Cognome:

Project:

"1 Year Project" was a series of projects that I proposed at BMI's Castelletto plant direction during my internship. "BMI In Your Hands" is a kind of survey, it would be the first project of the series, and its goal was to improve the relationships between the shopfloor operators, the middle level managers and the higher level managers/directors.

In addition, this brief survey was aiming to give the opportunity to the personnel to propose, for the first time, changes and improvements regarding not only the production but the whole company's structure. For the personnel this would be a sign of confidence from the direction while for the direction would be an opportunity to understand if within the personnel there were any soft skills that never came out until that moment.

### APPENDIX



Jan 2020 –  
Today

Industrial Automation Engineer

#### Main activities description:

In an extremely dynamic and demanding environment, totally Customer focused and Market oriented such as the Luxury Yachts & Super-Yachts market, I got involved in different projects and carried out various responsibilities: from Field Service Support to Product Compliance for Marine Standards, from Product Validation & Testing to Product Development Coordination.

During the first two years in Dometic Italy Marine, I spent several days in on-board support in several yachts and super-yachts, collaborating with numerous System Integrators, Electrical Installation Specialists and Quality Control Managers for some of the most important Italian based Shipyards. Mainly, the on-board support was regarding troubleshooting activities concerning communication issues between HVAC Units and the boat' s Automation System, as well as participation in start-up meetings with the Customer and I got specialized in performing diagnostics for networks based on a Modbus/RTU communication protocol (over RS-485 serial line communication).

My office activities instead, were mainly divided between preparation of product documentation (Manuals and Guidelines for helping Customers and External Service Teams, etc.), claims analysis and performing of product specification tests (for defects/bugs verification and analysis) and meetings with external collaborators and suppliers for the continuous improvement of internal processes and products. Furthermore, for what concerns the Product Compliance part, I was representing the company' s reference for CE marking and Marine Standards appliance. In particular, my activities were regarding the organization and coordination of laboratory visits and tests performed by the involved Certified Body, as well as participation in international meetings within Dometic organization for UKCA marking introduction.

Finally, after two years of on-field support, I became part of After-Sales Department, with the main activities being offer remote worldwide support to Shipyard technicians, external Service teams and boat personnel, for all Dometic' s portfolio.

### **What I' ve gained:**

In Dometic I found the perfect field for putting in practice all my skills and knowledge, earned during my studies and previous working experiences. I had the opportunity to test and promote my ideas and believes for the establishment of a continuous improvement culture through all levels of an organization, to share the importance of sharing everyone' s knowledge and ideas, as well as the company' s vision, mission and business plan and to demonstrate one of my most fundamental principles/believes: "*People don' t fail, processes do*" (Mark Parrish, CEO of Deceuninck' s North American).

My responsibilities and the projects I got involved in, matched perfectly with my multidisciplinary background in Mechanical, Industrial Automation and Lean Engineering fields. The very demanding environment, taught me instead the importance of being always available for the Customer and ready to understand Customer' s needs and helped me develop the ability to work under short deadlines, to perform contemporarily many and different tasks and therefore to develop the necessary organizational skills for achieving it.





May 2019 –  
Aug 2019

Internship - Automation and Lean Engineer

### Main activities description:

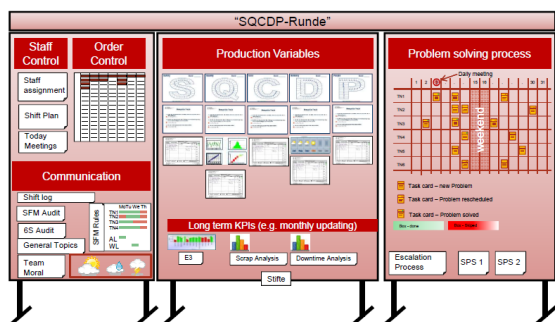
Follow the daily activities described by the Factory Excellence Project. Some of the activities were the observation and registration of the SMED activities on the production line, the participation at the SPID sessions with the mid-level managers discussing about safety, quality and production issues or any improvement proposals/ideas. I have also assisted the Quality Control tests and procedures.

### What I' ve gained:

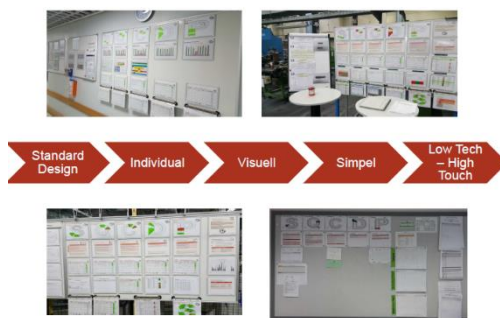
During this internship I had the opportunity to see up close the daily operations in a big industry producing thousands of clay tiles per day, the problems coming out every day, how are categorized and faced up. I also had the opportunity to apply some of the Lean principles and tools taught during my studies such as the 5S, the Fishbone analysis, SPS, SOP, creations of KPI of interest and Pareto' s charts, preparation of new Standard Procedures, as well as some safety and security issues and standards as LOTOTO etc.

I also had the opportunity to appreciate the importance of the Quality Control department. The correct coordination and functioning of the Quality Control department is the success key for being a worldwide leader in tiles production, and so BMI had established several tests in addition to the standard ones imposed by the national laws.

Visualization and Transparency  
Guideline of shop floor management board



Shopfloor Management







Apr 2014 -  
Mar 2018

Electrical Network Designer

### Main activities description:

During my 4 years' experience in Siemens Italy S.p.A., I have been involved in the update of the old SCADA system of the HEDNO S.A in Greece (Hellenic Electricity Distribution Network Operator S.A).

In particular, I was responsible for reproducing the network' s design and for redefining the characteristics of all the elements composing the High and Medium Voltage Network using Siemens' s ST system. ST is the remote control system for electrical distribution with advanced SCADA functions and DMS (Distribution Management System) integrated with ST-WEB, the application suite which offers supervisory functions and integrated development in company processes involved in the management of the electrical process.

Other responsibilities I had were the support to the team which was responsible for the preparation and the installation of the cabinets on site, as well as to the maintenance team during the remote support to the Customer during both ordinary and urgent issues. The preparation and participation at the Acceptance Tests and meetings with the Customer, the translation and preparation of presentations and other documents and reports from Italian to both Greek and English language and vice versa were some of my duties too.

### What I' ve gained:

My experience in Siemens, gave me the opportunity to develop some important skills, useful in any working context, such as organizational and communication skills, time management abilities as well as the ability to work both in group and independently, with precision, commitment and willingness to share knowledge and ideas.

Furthermore, this experience introduced to me the world of Automation and Control and made me understand and appreciate its enormous capabilities and variety of use. Indeed, my experience in Siemens played an important role in my decision for the choice of the Master' s degree program to enroll in.

For more info about Siemens Systems with which I've worked, please visit:  
<https://w5.siemens.com/italy/web/ic/sg/ea/soluzioni/portfolio%20sol/prodotti%20sol%20italia/pages/default.aspx>



Figure taken from the website:  
<https://w5.siemens.com/italy/web/IC/SG/EA/soluzioni/Portfolio%20SOL/Prodotti%20SOL%20Italia/Pages/Mappadellefunzionalit%C3%A0diST.aspx>



Jul 2007 -  
Aug 2009

Military Officer - Telecommunications  
Department

### Main activities description:

Follow the typical military activities, assist and supervise both ordinary and extraordinary exercises leading groups formed by 10 – 50 soldiers.

### What I've gained:

My experience as a military officer, taught me discipline and how to transmit it with respect and enthusiasm to all the other people for whom I was responsible. Moreover, being in command of a military team helped me develop some managerial and organizational skills.