



# Industrial Automation Meeting

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**Mitsubishi Electric  
Italian Branch**

# CORPORATE COMMUNICATION & CSR

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## Communication Team



# Mitsubishi Electric: get to know us



## **Mitsubishi Electric Italian Branch Introduction Video**

# Sustainability Vision

## Creating Harmony with People and the Planet

Our Goal for 2050

**A Sustainable Society Full of Prosperity**

### Five challenge areas



### Materiality



# Corporate Social Responsibility

Our primary responsibilities, in addition to providing **high quality, sustainable products**, include being **responsible members** of the communities in which we operate.

We have been involved for several years in the development of a **wide-ranging program** that includes numerous projects and initiatives in collaboration with associations operating, both locally and nationally, in many different areas:

- protection of **artistic and environmental heritage**
- **museum institutions** support
- contributions for **medical assistance and scientific research**
- recovery and integration of people with **alcohol and drug addictions**
- **parents** and **children** with difficulties support
- initiatives for people with **disabilities** inclusion
- **corporate volunteering**
- collaboration with schools and universities for **training programs**

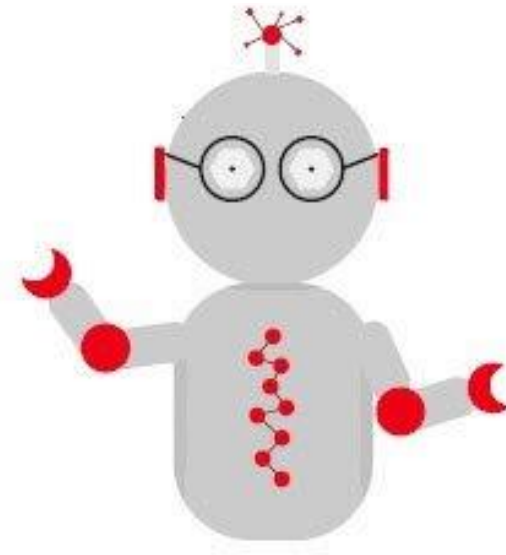
<https://responsabilitasociale.mitsubishielectric.it/it/>



# FACTORY AUTOMATION

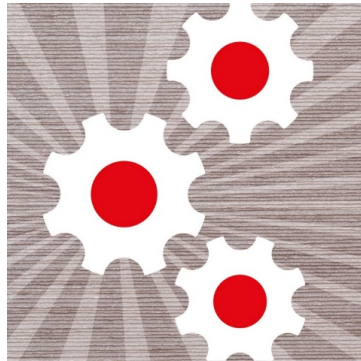
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## Application Engineer Team



# Factory Automation

FOR OVER 100 YEARS, SKILLED IN AUTOMATION



**Technological innovation, application expertise and consulting approach** are the main pillars of the division. Thanks to several dedicated solutions and solid know-how we support companies in optimizing automation processes.



PLC/DCS/SCADA



INVERTER/LVS



SERVO & MOTION



ROBOT ANTROPOMORFI, COLLABORATIVI E SCARA



CONTROLLORE NUMERICO

# Factory Automation | Our products



**SCADA &  
Digitalization**



**PLC**



**HMI**



**CNC**



**SERVO & MOTION**



**ROBOT**



**INVERTER**



**LVS**



# Factory Automation | Vertical markets

**01.** Food & Beverage

**02.** Life Science

**03.** CPG | Packaging

**04.** Infrastructure

**05.** Processing

**06.** Automotive

**07.** Water Treatment

**08.** Heating & Ventilation

## Our territories

MITSUBISHI ELECTRIC FACTORY AUTOMATION

- — Italia
- — Francia
- — Spagna
- — Export (Africa & Mediterraneo)



# Training Program



- **Employees Internal Training**
- **AcadeMy Programme for customers and students**
- **Mitsubishi Electric Italian Branch Showroom**

## TRAINING for Application Engineer

### **New hiring**

A «Landing Program» in presence and via Web with:

Management

Sales Area

Marketing Area

Technical Support Area

### **Initial training:**

Support with a Senior Manager (tutor)

### **Continuous training**

Periodic technical meetings with Product Managers

Events attendance by AcadeMy Programme

Corporate Training

# Customer trainings and Education

## ACADEMY

Mitsubishi Electric strongly believes that training is the best way to spread out automation culture and meet market needs. This is why we created the **AcadeMy Programme**, a **system of training courses** held in classroom in Vimercate (MB), as well as in Rome, Turin and Padua.

The AcadeMy provides **standard and customized training courses** addressed to **high school and university students, System Integrators, OEM's and End Users.**



VALUE  
CAREER  
QUALITY  
EDUCATION  
DEVELOPMENT  
COMPETENCE  
LOYALTY

La formazione **È**  
IL TUO VALORE !

AcadeMy 

# Customer trainings and Education

## MITSUBISHI ELECTRIC ITALIAN BRANCH SHOWROOM

The new showroom, inaugurated in September 2022, is located on the ground floor of the new **MIRAI** building and occupies an area of approximately 500 sqm. In the highly modern and technological exhibition area, you can find the products and solutions of the various areas of expertise of the Italian branch of Mitsubishi Electric: **Factory Automation** (Industrial Automation and Numerical Controls), **Air Conditioning**, **Automotive** and **Semiconductors**. There is also an area dedicated to training, with several training rooms capable of accommodating **over 80 people** to provide highly technical content.

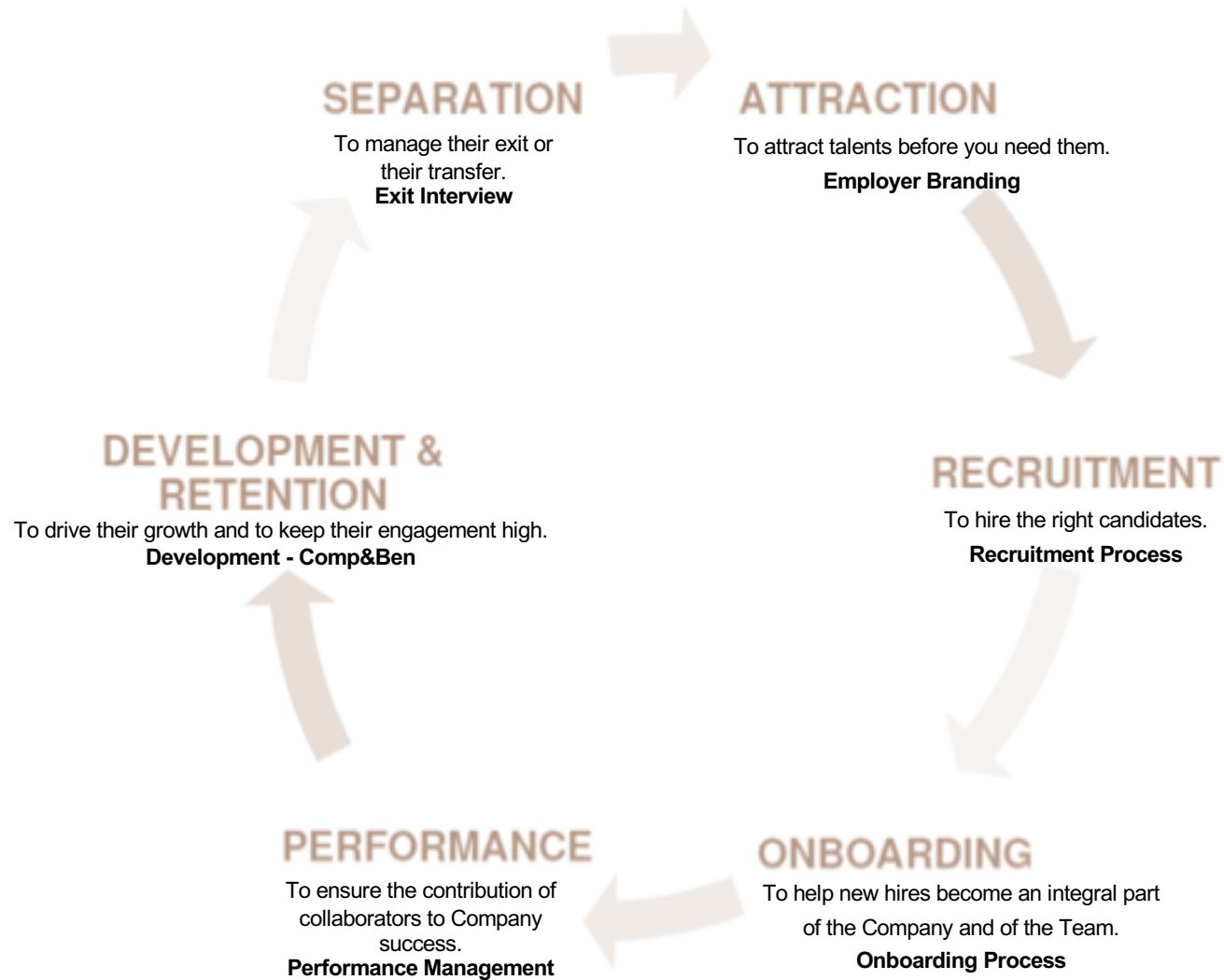


# HUMAN RESOURCES

## HR Recruitment & Training Team



# Employee Life Cycle: HR Process



For Business Use Only



# Profile of the ideal candidate

- Studies: Electronics / Mechanics / Mechatronics / Automation / Energetics
- Good knowledge of **English**
- Teamwork orientation
- Flexibility and autonomy



# Professional figures

## Area Sales

- Create and promote new business strategies
- Support the customer during the job order working progress
  - **Sales Engineer**
  - **Business Development Manager**
  - **Sales Application Engineer**

## Area Marketing

- Help identifying new customers for the business
- Analyze data to create new marketing strategies
- Create new marketing materials
  - **Product Manager**
  - **Key Account Manager**

## Area Technical Support

- Offer customer support on product selection and sizing
- Offer customer support during the new product start-up
- Work in conjunction with the Marketing Department to offer our costumers the most suitable solution
  - **Application Engineer**
  - **Project Engineer**
  - **Solution Engineer**



# Training – Onboarding path



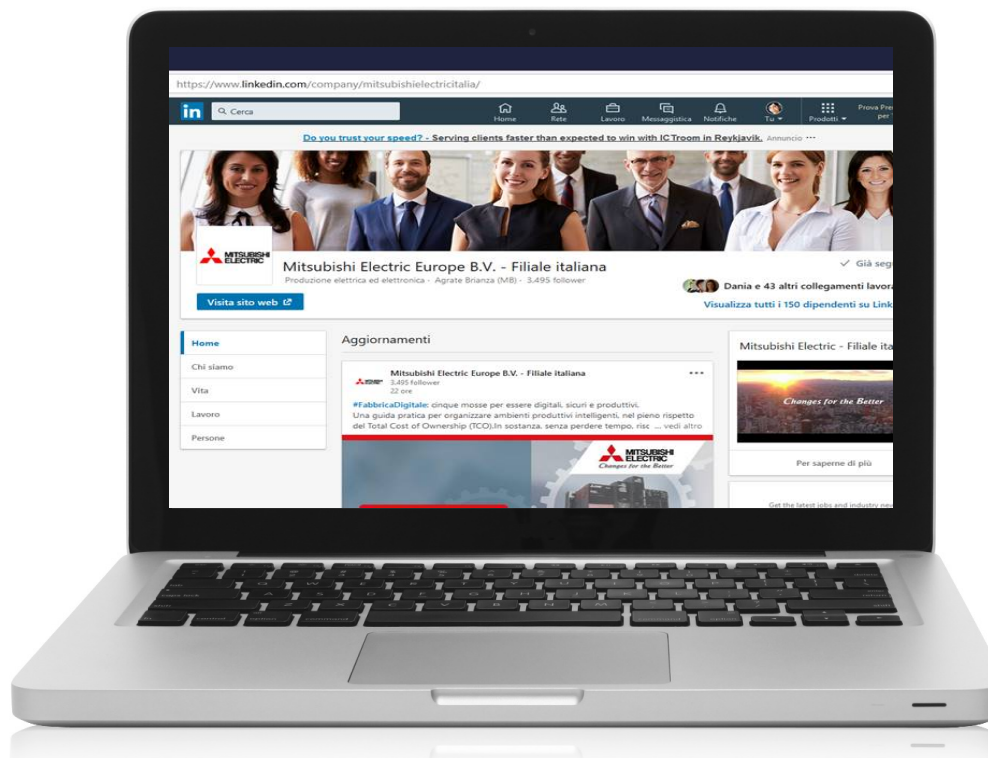
- Welcome – Coffee with the Management
- Specific Technical Training for the Role
- Training on the Mitsubishi Electric Group and the Italian Branch, our Mission and our Values, the Business Units and the Staff Functions



# To know more...



Visit our Website → <https://it.mitsubishielectric.com/it/>  
Visit our **LinkedIn** page → Mitsubishi Electric Filiale italiana



# Where are we?



## Main office:

Mirai Building, Via Energy Park, 14  
20871 Vimercate (MB)  
Tel. 039.60531

## Secondary offices:

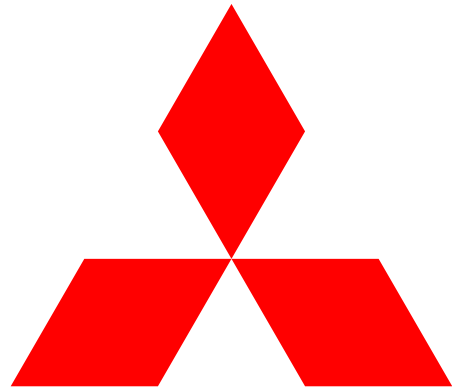
Via Savelli, 24  
35129 Padova (PD)

Via Capitano Alessio, 181  
36027 Rosà (VI)

Viale Luca Gaurico, 9/11  
00143 Roma (RM)

C.So Svizzera, 185  
10149 Torino (TO)

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**MITSUBISHI  
ELECTRIC**

*Changes for the Better*