

MY STORY

# WOMEN IN POWERED ACCESS

## SARA TRABUCCHI

TRAINING MANAGER, ELEVO-KILOTOU, ITALY

IPAF's Women in Powered Access initiative invites women of all ages in a variety of professional roles to share their inspiring stories, to help showcase and celebrate the opportunities our industry offers.

**What is your role in powered access?**

I am an employee of Elevo-Kilotou. I organise and manage the entire training process within the company, together with my team.

**How did you come into the industry and what attracted you to it?**

Around 12 years ago, I answered a job ad; Elevo's owner [Sergio Gualandris] asked me if I would be interested in starting a new training project: There was already talk of training on equipment and the ownership intended to start a service, creating a team within the company that looked after training. I immediately liked this possibility and accepted the challenge of developing something new for me.

The owners had already heard about IPAF and they told me: "We have to work with them, we have to learn from them." So, I began to think about everything necessary to create a training centre and to pass all the courses necessary to first become an operator, then a demonstrator and finally an instructor. Thanks also to Ketty Furlan's valuable advice, then a JLG instructor, and Gerhard Hillebrand, then IPAF's Italy Representative.

Undoubtedly, the thing that fascinated me is being able to teach, I have always liked passing on knowledge. Moreover, I am fascinated by aspects of safety; I love giving operators the tools to allow them to go home in the evening after working with MEWPs.

**What do you find inspiring about your role?**

I really like the relationship that is created during the course; in many cases our professional skills and competence have been appreciated and even after the course is completed we are then taken as a point of reference in matters of safety (PPE or documentation, etc), from which the sale of new services often arise.



**Where do you see yourself in five years, and what do you want to achieve?** I still see myself here; in the coming months we will try to further develop training in the other Kilotou offices around Italy. So let's start with a new project, a new goal.

**What advice would you give to women in or thinking of entering the industry?** The keystone is competence and knowledge: I wanted to learn everything about MEWPs. It's not a job that everyone can do, you must have a great desire to learn, to get your hands dirty and to be around people.

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