



SALES
PROFESSIONAL



TECHNICAL SOLUTIONS
PROFESSIONAL



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Summary:

My professional career started twenty-four years ago, at the University of Calabria (UNICAL), where I did the first experience on Linux Operating Systems and scientific research of the effects of atropine (drug) on "cardiac signals" ECG. After this, I began a series of Consultancy in some IT Market Companies (e.g. Ericsson, Compaq, H3G, Blue, Telecom, TIM, WIND, Ferrovie Italiane, POSTE, SISAL, CONSIP etc.). My high technical knowledge of operating systems and IT infrastructure, has allowed me to obtain architectural and managerial roles, through consulting companies and primary customers, of Italian and International market. Among the most important roles I've covered there are, Project Manager, Security Manager, IT Manager and HR Manager, until I arrive on the Top Management of Company. From the first year of my career, I Teached specialist Courses, Technical and Commercial, in particular my teaching is aimed at high-level profiles, including Manager and Top Manager. Today I hold the role of Manager Program and Delivery, with mission of Delivery large complex Programs and Projects, Pre-Sales and Post-Sales, whit a value more in last eight years of 60M€(Millions).

Specialties:

Managing Complex Programs, Projects, Processes (Design and Implementation).

Managing Complex Digital Transformation Processes and Programs.

Managing ISO9001 Internal Auditing and Certification.

Managing DataCenter Deliveries and Moving.

Managing Security and Network IT Architectures, Big Data, Development and Cloud Computing.

Managing Large, Complex and Cross-functional Teams.

Cross Managing Human Resources (Recruiting, Talent Management, Training).

Managing Assigned Budget, Customers, Stakeholders and Profit & Loss.

Lasts Employments:

ITD Solutions S.p.A. - Digital Value Group, ROME, Senior Program and Delivery Manager: September 2015 -> today

Since seven years I hold the role of Manager Program and Delivery, this role is cross-functional (Program, Project, Processes and Delivery Management), I am responsible of Delivery of more important Programs (Telecom, WIND, Poste, Ferrovie, LA7, SISAL, Mooney, Ministry of Defence and Internals Affair, Bank of Italy etc).

Main Activities:

ECN (Economics) Creation for new Projects.

Buisness Offers Preparation.

Suppliers Order Preparation (Work Order).

Contracts Control (Cost and MOL).

SoW (Statement of Work).

Internal Processes Contribution Design and Implementation

Main Projects:

Banca d'Italia, Rome - Senior Program Manager: July 2022

From July 2022, I begun a very complex and expensive Business Continuity Digital Transformation Project, inside the two principal DataCenter of Bank of Italy (HW HPE and Oracle) delivery. I Super-visioning the vendor PMs and technical Teams about: DC Sites Inspection, Sites Preparation and Installations HW and SW until the final test and turnkey ready to use.

P.A. - CONSIP, Rome - Senior Program Manager: June 2021

From June 2021, I was called about Managing of a new bid in ATI with Vodafone Italy (primer contractor) and DXC Italy, with an high value of 600M€(Millions). Main Activities are (Implementation of a Predictive Platform; DXC/SAP Trouble Ticketing Integration; DXC/SAP CMDB Integration).

Here I am a member of PMO Governance Board, with object to managing the processes integration streams above and interact with ours technical teams. Final backlog for us is 80M€(Millions).

SISAL Italia, Rome - Senior Program and Delivery Manager - Delivery and Maintenance - SISAL Pay and Gaming: August 2020

From October 2020, I began the Data Analysis of Maintenance Processes and Trend Analysis about a lot of 10.000 terminals.

Telecom Italia, Rome - Senior Program and Delivery Manager - The Magistracy: April 2019

From April 2019, I began the new wide and complex Project in Telecom Italy, The Magistracy.

I, and my team, we delivered the Hardware Oracle Exadata ad BigData infrastructure on the Sites of Padua, Bologna and Rome (Pomezia), otherwise I super-visioning the activity of other stakeholder of the Project (Oracle, NTT-Data) about the development activities. The Project is one of first BigData in the Europe with 16PB of data uploaded (PetaBytes).

Telecom Italia, Rome - Program and Delivery Manager - DataCenter Moving: April 2017

From April 2017 I and my team we designed the Moving of all Data Center Systems of TIM De Francisci to the three destinations, first is DC Oriolo, 257, second is DC Acilia and last is DC Roma CTRL (Tor Pagnotta, 68). The activity consisted of the whole organisation in terms of Logical, Processes and Physical Moving, relocation, logistics, and systems recovery, about 80 Racks and more of 600 systems between Server, Storage and Network Devices.

Banca IFIS, Mestre (Venice, Italy) - External Auditor: July 2016

Since July 2016 I began the Assessment Project of Banca IFIS spa. The scope is to analyse the data centers of the bank, in terms of infrastructure, Operating Processes and Organisation, Processes Disaster Recovery and DR Plans. The impact analysis of the network infrastructure, storage, Physical Server, and the virtualized DataCenter. The project includes two phases:

1. The first is the assessment of the DataCenter.
2. The second derives from the first that outputs a to-do list of improvements to be applied to existing DataCenter infrastructure, and the processes related to them.

Reference technologies: VMware vSphere 6, vRealize, Atlassian Insight Inventory.

Analysed documents: Security Plans, Plan Disaster Recovery & Business Continuity, Internal Processes.

Document Output: DataCenter Assessment, Executive Risk Assessment, IT Risk Assessment.

Old Employments:

Sync Lab s.r.l. Rome, BU Manager from March 2011 to August 2015.

Visiant Securty, Manager IT and HR, July 2007 - June 2011.

TIM Rome, Security Manager/PM, January 2007 - June 2007.

TIM Padova, Security Manager/PM June 2003 - December 2006.

IHM, Project Manager, April 2003 - May 2003.

H3G, Project Manager, July 2002 - March 2003.

Regione Lazio, Teacher C++, April 2002 - June 2002.

Compaq, System Integrator, Marzo 2001 - March 2002.

Ericsson, System Integrator, June 2000 - February 2001.

UNICAL (CS), Assismand Professor and Researcher, January 1999 - May 2000. Certifications

Personal Education:

Main Education:

Executive MASTER, Administration, Finance and Business Control, Stogea Business School (LU), 2008.

Degree, Computer Engineering and Automation, UNICAL University (CS), 1998.

High School, Surveyor, San Giovanni in Fiore (CS), 1992.

Other Courses and Certifications:

Digital Master - DIGITAL IQ - www.digitaliq.it (Fast, ROMA 2021)

COBIT v5 Foundation - APMG International (ROMA - 2016)

Certifications, ITIL v3 Foundation - APMG International (ROMA - 2016)

Certifications, IBM Certified SPSS - Modeler Professional v3 (ASK - ROMA - 2016)

Certifications, IBM Certified Associate Developer - Algo Financial Modeler (ASK - ROMA - 2016)

Certifications, VMware Technical Solutions Professional (VTSP) - (CGI - Roma - 2016)
 Certifications, VMware Sales Professional (VSP) - (CGI - Roma - 2016)
 Certifications, Citrix Certified Sales Professional (Rome - 2013)
 Course, Cloud Computing Networking (Reiss Romoli Rome - 2013)
 Course, Prince2 (KeyMakers Rome - 2013)
 Course, Training Project Manager, Corporate and SMEs, Consortium ELIS (RM), 2010.
 Course, ISACA CISA Auditor (Cobit, Governance, IT, Security) (CA Rome - 2008)
 Course, Quality Management System, standard ISO 9001 (Visiant Security srl - 2007)
 Course, Agile Programming Introduction (Visiant Security srl Rome - 2007)
 Seminar, 'Legislazione nel campo della Sicurezza', Legge 626/94 (Ordine Ingegneri Cosenza - 2007)
 Seminar, 'Normativa Ambientale e sui Trasporti' (Ordine Ingegneri Cosenza - 2007)
 Seminar, 'Energetica, Impianti Industriali e Civili': Legislazione Nazionale e Comunitaria, Casi di Studio (Ordine Ingegneri Cosenza - 2007)
 Seminar, 'La Professione nel settore dell'Ingegneria Civile' (Ordine Ingegneri Cosenza - 2007)
 Seminar, 'La Normativa sui lavori Pubblici' (Ordine Ingegneri Cosenza - 2007)
 Seminar, 'La Deontologia Professionale dell'Ingegnere' (Ordine Ingegneri Cosenza - 2007)
 Course "Il Controllo di Gestione" (Cogenia Consulting Padova - 2006)
 Course, Technical Writer (Visian Security srl Rome - 2005)
 Course Advanced Project Management with "Microsoft Project 2003" (Ecomatica Padova - 2005)
 Course, human and work Psychology "Unleash the Power within", Anthony Robbins (Excel Exhibition Center Londra - 2004)

Languages

Italiano, madrelingua.

English, sufficient, good reading and writing, interaction spoken sufficient.

Français, J'ai étudié le Français à la primaire école.

Skills Matrix	J = Junior; UJ = Upper Junior; S = Senior; US = Upper Senior; M = Master;	J	UJ	S	US	M
International Standards and Metodologies	- Program Management (PMBOK, Gantt, PERT, WBS, Report, SAL)				x	
	- Processes Design, Implementation and Management				x	
	- Data Analysis				x	
	- Workflow Design				x	
	- Architectures Design				x	
	- Business Continuity				x	
	- Disaster Recovery				x	
	- ITIL v3 Foundation				x	
	- PRINCE2 Foundation				x	
	- COBIT v5				x	
	- CISA				x	
	- TOGAF9.1				x	
	- ISO 9001				x	
	- ISO 27001/27002 (ISO20017/18)				x	
	- Standard ISO/OSI				x	
	- <u>Contracts</u> CCNL (Business, Industry)				x	

This document it is wrote in conformity of data treatment Dlgs 196/2003 (ITA), GDPR (UE) 2016/679 and certificate of truthfulness pursuant to DPR n.445/2000.

This Resume is wrote in $\mathcal{A}_M\mathcal{S}\text{-L}^{\text{A}}\text{T}_E\text{X}$ and is designed to block ATS software.