

RESUME

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Personal Information: Born in Rome, the 16th May 1961
Status: Single
Available to relocate and to travel more than 75% of the time

Job Experiences:

Present
Sept. 2011-April 2013 Independent consultant on Italian telecommunication market and IT.
Regional Sales Director for South Europe at Infotech-Enterprises Ltd.
Covered countries : Italy, Spain, Portugal, Turkey and partially France.
Responsible for all Infotech telecommunication business working directly with customers as well as via local system integrators and partners. Looking to the company product-service definition, pricing, promotion and sales for my region. Main customers are: Telecom Italia (direct contacts and via Accenture), Fastweb (direct contacts and via HP Italy), Vodafone Italy, Portugal Telecom, Telefonica de Espagna (directly and via IBM). I also keep some contacts with France Telecom Group.
Infotech is a service engineering service provider, headquartes based in India but I report to London office, directly to EMEA VP

2010-Sept.2011 Independent consultant. As independent consultant I supported the NTV company (Nuova Trasporti Viaggiatori) to indentify the ICT and IT Security needs, prepare the relevant bids and select the partner operators for outsourcing contracts.
I am also working at Everest Group Europe in Italy as Telecommunication Market Developer.

2006-2010 Sales Director at Amdocs SpA (former at Cramer Systems Ltd). From October 2008 I have been responsible for projects related to the Information Management Business Unit in South Europe (Product Catalogue) and OSS customers in Italy. In this role I developed and follow opportunities at customers in France (France Telecom Group), Spain (Telefonica), Poland (TPSA) and Italy (Wind, Telecom Italia, Fastweb and Vodafone). Within my responsibility was : to improve customer relationships, develop new business in existing customers and open new customers, working directly with the customers as well as with local partner (Accenture, EDS-HP, Pride etc.).

1999-2006 Country Manager and Business Developer at TELCORDIA TECHNOLOGIES (former Bellcore), with different responsibilities over the years. From October 2004 to 2006 I was requested to focus on mobile market in Italy , Israel and Greece (with primary responsibility on Italian operators, including Vodafone, Wind and TIM plus TIM subsidiaries in Europe); from January 2002 to October 2004 I have been Country Manager for Italy with responsibility on TELECOM ITALIA GROUP (worldwide) and an achieved budget of 5 millions USD on average per year. In 2001 Specialized Account Manager responsible to support the commercialization of Telcordia OSS solutions in EMEA working with local account managers in Spain, Portugal, Greece and Turkey; from 1999-2000, I was Business Developer responsible for South European Countries, focused on new operators (CLEC) in Italy, Spain, Greece and Israel. Over the years, I have worked at Voice over IP, IP network/NGN OSS re-organization projects and IMS (from Intelligent Network Mobile point of view) solutions in incumbent and new operators.

1998 Italian Country Manager for OMNICOM S.A. with office in Milan, Italy. OMNICOM was a new French telecommunication operators competing with France Telecom (Omnicom merged with GTS in 1999). My duty was to open and organize the Italian office, recruit the personnel, obtain the licenses, install technical equipment and start the telecommunication services commercialization.

From 1989 to 1998 I worked in Telecom Italia – International Division with the following responsibilities:

1996-1998 Alliances Responsible in Telemedia International - TMI - a TELECOM ITALIA subsidiary in charge for multinational customers. I was responsible for East and South Europe with 18 different subjects to manage (including Partners, Agents, Resellers, Technical Support and Customer Care subcontractors). I was responsible for costs and revenues. In this function, I was in charge of 5 persons and I also took care of Telecom Italia and AT&T alliance in South America, working in Buenos Aires and Miami to establish a retail and wholesale Telecommunication Joint Venture. This process ended without results after Telecom Italia privatization and change of ownership in 1998.

1995-1996 Country Manager in Hungary for TMI, with office in Budapest. My duty was to open and organize the office, recruit the personnel, obtain the licenses and start the service commercialization to business customers (responsibilities totally accomplished during the considered time);

1992-1995 Marketing and Sales Responsible at ASTELIT, a Telecom Italia JV established in Moscow (Russia). Astelit provides all kinds of telecommunication services to multinational and business customers: today the company is working only with Russian personnel and this result was one of the initial Italian team (5 persons) objective. I was responsible to organize the Sales Dept.: select and hire local people, train them and at the same time manage the sale process, negotiations and contracts. I was directly responsible for Sales Dept. costs and revenues;

1989-1992 Marketing Responsible at ITALCABLE (Telecom Italia - STET company in charge for intercontinental traffics and services). Specifically, I was Product Manager for the Value Added Services Message line.

1986-1989 System Engineer and Senior System Engineer at OLIVETTI ITALIA with responsibilities of Solution Architect for private LANs and WANs projects in the most important Italian business Groups: ENEL (Power Supplier monopolist), ENI (Oil Group), ALITALIA (national air company).

1982-1986 I worked at the DOXA Institute, an Italian Marketing Research company, as interviewer.

Education and Languages:

Final School (1984) University Degree in Political Sciences obtained with maximum marks and "cum laude" at the University of Rome "La Sapienza", with a final work on "International Economic Cooperation to Developing countries through Regional Banks : the Asian Development Bank case".

Masters & other classes

- Post University Annual Master in "International Cooperation to Developing Countries" at the SIOI (Societa' Italiana per l'Organizzazione Internazionale);
- Master for System Engineer at the ELEA Olivetti SpA training school;
- Master in Sales at Telcordia Technologies school in Lisle, Chicago USA;
- Project Management Course to prepare the PMP exam at the recognized by PMP organization entity "Eureka Services" School in Rome (Italy)

- Specialized trainings for Software Project management attended a Telcordia Technologies and lectures on the European Commission “Project Cycle Management” rules and procedures;
- Specialized sales training in Amdocs (2008), provided by the Huthwaite organization and on their SPIN model

Furthermore, I attended several IT and Telecommunication training courses during my work experiences at Telecom Italia Senior High School - REISS ROMOLI in Italy (Aquila) and at Telcordia Technologies High School of Lisle, USA (OSS - Managed IP)

I also attended several Marketing, Negotiation Skills and Presentation Skills training courses both in USA and Europe, while working at Olivetti SpA, STET-Telecom Italia , Telcordia Technologies and Amdocs.

Additional Education	European Manager Certification (at Cfmt with Praxi Company and Rome University) “Coursera” University Socio-Psychology base training.
Languages	Mother language: Italian; Excellent English and French Good Spanish Working knowledge of Russian, Studying Chinese Mandarin (1 st year diploma with EF school) A bit of Hebrew
Computer Skills	Regular user of Windows XP/7 programs and Internet advanced user
Personal interests	Literature, languages, Tai Chi Chuan
Car license	yes
Endorsements	for information on my experiences and skills, I can provide contacts with customers (Fastweb, Wind, Vodafone Italy , Telecom Italia) or former colleagues as fpr example at Telcordia Technologies – Mr. Matt Desch (former CEO of Telcordia, today CEO at Iridium) At Amdocs – Mrs. Dina Feder (IP Solution VP)