

FRANCESCO PECCHIOLI

Via Confalonieri, 12 - 20834 Nova Milanese (MB) Italy
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PROFESSIONAL SUMMARY

More than 10 years of business development leadership and technical sales experience with Hewlett Packard and other primary IT Italian companies. 7 years of professional experience in PSO engagement, more than 20 years' experience in infrastructure architecture and design of complex distributed systems environments, project and program management, customer satisfaction, team management, 3rd parties, partners and suppliers management. Work Experience in multi-cultural teams with outside engagements (Turkey, Denmark, France and UK).

PROFESSIONAL EXPERIENCE

ALTEA – Milan

SCRUM Master for an important international manufacturer group **2019 - 2020**

- Manage project's scope and timeline
- Coordinate sprints, retrospective meetings and daily stand-ups
- Coach team members in Agile frameworks
- Facilitate internal communication and effective collaboration
- Be the point of contact for external communications (e.g. from customers or stakeholders)
- Work with product owners to handle backlogs and new requests
- Resolve conflicts and remove obstacles that occur
- Help teams implement changes effectively
- Ensure deliverables are up to quality standards at the end of each sprint
- Guide development teams to higher scrum maturity
- Help build a productive environment where team members 'own' the product and enjoy working on it

RPA Architect for an important international manufacturer group **2019**

- Analyze business process and identifying automation opportunities and assess automation feasibility
- Analyzing, understanding and documenting the business processes in detail where required.
- Develop AS-IS and TO-BE process flows.
- Identifying and communicating the technical infrastructure requirements to deploy automation solutions
- Configuring new RPA processes and objects using core workflow principles that are efficient, well structured, maintainable and easy to understand using Kryon Systems

Senior Business Consultant report to BU Manager **2018**

- Business development manager selling Alfresco solution as Alfresco Certified Partner
- Focal Point for all Digital Transformation initiatives/opportunities based on Alfresco solution

IT Senior Consultant report to CEO **2016 - 2017**

- Design Project Models and Best Practices for HP Application Delivery solutions (ALM, FT, PE and MS)
- Responsible for the implementation of HP ALM and FT solutions in an important Italian Bank Group and engaged to build the TCoE
- Support the sales process by owning major elements of RfP responses, solution presentations and PoCs

REXTART – Milan

Sales Executive report to VP Sales Manager **2014 - 2015**

- Increased business by 38% yearly
- Business development manager for North Italy selling IT Services, legacy Mobile Platform and HP Software licenses as HP Certified Partner

HEWLETT-PACKARD – Milan

Sales Support Service HPSW BU Sales team and report to South Region **2011 - 2013**
level (France, Italy & Iberia)

- Overachieved quota by 60%

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- Provided accurate sales forecasting on added-value support services, software renewals and education services with about \$10 million quota in various industries (Finance, Energy, Telco, and Entertainment)
- Managed the Software Enterprise Licenses Agreement contracts averaging 85% of software utilization

Sales Services HPSW PSO Sales team and report to Country level **2008 - 2011**

- Improved quota achievements each year (2009 achievement 1.8M\$ - 2010 achievement 2.4M\$ - 2011 achievement 3.2M\$)
- Provided accurate sales forecasting for Consulting and Education services with around \$5 M quota in various industries (Finance, Energy, Telco, and Entertainment)

Engagement Manager HPSW PSO team and report to EMEA level **2007 - 2008**

- Organized and shaped the professional services team (22 people + Partners)
- Exceeded client expectations reaching financial targets close to \$ 5M

MERCURY – Milan

Engagement Manager PSO team and report to EMEA level **2005 - 2007**

- Achieved financial targets of around \$1.5 M with an average profit of 35%
- Built, led and mentored the professional services team (10 people + Partners)

Solution Architect PSO team and report to Country level **2004 - 2005**

- Designed Project Models and best practices for Mercury's Application Delivery solutions (QualityCenter, QuickTest Professional and Performance Center)
- Implemented Mercury's Application Delivery solutions in important Customer environments (AXA, Infocamere, Indesit, IntesaSanpaolo, Zurich, Lombardia Informatica)
- Supported the sales process by owning major elements of RfP responses, solution presentations and POCs

FINSIEL – Milan/Rome

Testing Centre of Excellence Manager **2003 - 2004**

- Built and represented Centre of Excellence team (5 people) at all levels
- Accountable for the quality of test services during all stages of SDLC
- Directly responsible for P&L

Security EAD Manager **2002 - 2003**

- Defined the EAD security procedures assuring the alignment to Italian DoD and NATO directions

EIS - ELETTRONICA INGEGNERIA SISTEMI SpA – Rome/Ankara (Turkey)

Program Manager e BDM for DoD & Ministry of Interior Market **2000 - 2002**

- Supported sales process and improved Business year-by-year
- Managed a +€1M BU P&L
- Managed team (20 people + Partners)
- Accountable for the success of all projects (around 15 projects)
- Responsible for technical answers and document compliance for the Public tenders:
 - Italian Police's Ballistic Data Base Information System
 - On board Message-Handling System of Italian Navy
 - Information System for identity cards with optical acquisition of the Italian Ministry of Interior

Project Manager **1992 – 2000**

- Directed the coordination of all implementation tasks involving third party vendors
- Provided consultation to clients on system implementation.
- Projects:
 - CASAGIT's Information System (8 people and 1BITL of budget)
 - DoD's Command in Chief Information System (10 people and 2BLire of budget)
 - SISAL Tris On-Line' system (10 people and 1BITL of budget)
 - Italian Police's Ballistic Data Base Information System (5 people and 3BITL of budget)

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- Italian Police Agency Press Information System (2 people and 500MITL of budget)
- Archeological sites in Mediterranean sea Data Base (8 people and 1BITL of budget)

Team Leader & System Architect

1986 – 1992

- Designed and managed the implementation of various projects:
 - Command Control Information System (C.C.I.S.) for Turkish Navy
 - Integrated Message-Switching and Message-Handling for Italian DoD
 - Message-Switching System for Italian Navy

Software Engineer

1984 – 1986

- Analyzed and Designed SW architecture
- Designed Database and Implemented SW
- Managed the final UAT and released the system in production
- Trained the final users
 - Projects: Message-Handling System for Italian Navy

SIPE OPTIMATION SpA – Rome

Database Administrator – Software Engineer

1982 – 1984

- Implemented and maintained SW - Designed and maintained Database

MINISTERO DELLA DIFESA – Rome

Software Developer

1981 – 1982

- Implemented and maintained SW

EDUCATION

B.A. Computer Science, 1981

I.T.I.S. E. Fermi – Rome, Italy

CERTIFICATION

Alfresco Partner SE Track	Alfresco (2018)
Alfresco Partner Sales Track	Alfresco (2018)
ATP - HP SiteScope 11.x Software	Hewlett - Packard Italiana (2016)
HP Sales Certified - Business Service Management Solutions	Hewlett - Packard Italiana (2014)
ITIL Foundation	Hewlett - Packard Italiana (2007)

OTHER INFORMATION

I am actively engaged in the entrepreneurship ecosystem as InnoVits associate where I support startups to grow from "Idea" to "Company". I love the movies (particularly the Italian comedy) and in my spare time, I dabble in taking and editing of short movies. I love travel and for that, I am willing for both domestic and foreign business trips.

REFERENCES

References are available upon request.

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ADDENDUM

TRAINING

Agile PM	ALTEA (2017)
Finance for Startup	Innovits (2015)
Startup evaluation model	Innovits (2015)
Agile Design for Startup	Innovits (2015)
Pitching is not (just) public speaking	Innovits (2015)
Approach to selling	Mercuri International (2010)
Leadership Base&Advanced Lab	ISMO (2008)
Situational Sales Negotiation	BayGroup International (2007)
Target Account Selling & TAS Management Training	TAS Group (2007)
ITIL Foundation	Hewlett - Packard Italiana (2007)
Quality Management 9.2 SWAT Training	HPSW R&D (2007)
PPM bootcamp	Mercury (2006)
Quality Management & Planning	Mercury (2006)
English Course	Wall Street Institute (2005)
Application Lifecycle Management	Mercury (2003)
Planning and Control	CONSIEL (2000)
UML analysis and design	Technology Transfer (2000)
Project Management	CONSIEL (1999)
Object Oriented Analysis and Design	IBM (1993)