

**EUROPEAN
CURRICULUM VITAE
FORMAT**



PERSONAL INFORMATION

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Nationality	Italian
Date of birth	22 AUGUST 1961

WORK EXPERIENCE

- | | |
|---|--|
| <ul style="list-style-type: none">• Dates (from – to)• Name and address of employer<ul style="list-style-type: none">• Type of business or sector• Occupation or position held• Main activities and responsibilities | <p>FROM 2018 TO CURRENT DATE</p> <p>Freelance Consultant</p> <p>Information and Communication Technology, Internet of Things</p> <p>Senior Advisor</p> <p>Consultancy</p> <p>Design, implementation, and operations of ICT and IoT systems and services</p> <p>Technical and commercial support</p> <p>Program and project management</p> |
| <ul style="list-style-type: none">• Dates (from – to)• Name and address of employer<ul style="list-style-type: none">• Type of business or sector• Occupation or position held | <p>FROM 2006 TO 2018</p> <p>Octo Telematics S.p.A. – Via V. Lamaro, 51 – Rome – Italy</p> <p>Telematic services for gathering of data from vehicles and other sources, mainly for insurance companies ("Insurance Telematics")</p> <p>2018 – : Device Innovation Manager within the Edge Development department</p> <p>2015 – 2018: Head of On-field Devices and Solutions Innovation within the Research & Development (R&D) department</p> <p>2013 – 2015: Head of Service Assurance within the Business Integration (BI) department</p> <p>2012 – 2013: Head of Feasibility, Solutioning, and Quality Assurance within the Business Integration (BI) department</p> <p>2010 – 2012: Head of Services and Demand within the IT department</p> <p>2008 – 2010: Head of service engineering, Information Security Manager, Quality Manager</p> <p>2006 – 2008: International Business Development Manager, Information Security Manager</p> |

<ul style="list-style-type: none"> • Main activities and responsibilities 	<p>2018 – : responsible for the development of innovative solutions for on-field devices.</p> <p>2015 – 2018: responsible, within the R&D department, of the development of on-field devices (mobile terminals on vehicles, home devices, etc.). Leading a group of around 12 people divided into three groups (HW development; FW/SW development; Verification and Validation).</p> <p>2013 – 2015: Responsible for the definition, negotiation with customers, and monitoring/reporting specifications of the service levels provided and of the associated contractual documentation (Key Performance Indicators – KPIs, Service Level Agreements – SLAs).</p> <p>2012 – 2013: responsible, within the Business Integration department, for the management of the Feasibility, Solutioning, and Quality Assurance process, having Business Requirements as its input, and technical attachments to contracts (Master Solution Document, Functional Specifications Document, Interface Control Document, etc.) as its output.</p> <p>2008 – 2012: responsible for the collection and analysis of customers' requirements, definition of technical requirements documents for the provisioning of services (Services Description Document, Interface Control Document, etc.), preparation and negotiation of technical/commercial proposals and of the technical attachments to contracts.</p> <p>2006 – 2010: setup, management and certification of the Information Security Management System of Octo Telematics according to the norms BS7799 and ISO 27001, and of the Quality Management System according to the norm ISO 9001.</p> <p>2006 – 2008: setup and start-up of the International operations of the company supporting the sales department of Octo Telematics' mother company at that time (MetaSystem)</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>FROM 2004 TO 2006</p> <p>Freelance Consultant</p> <p>Information and Communication Technology – Automotive Telematics</p> <p>Consultant</p> <p>Consultancy</p> <p>Studies on ICT and Automotive Telematics applications</p> <p>Technical and commercial support</p> <p>Program and project management</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held • Main activities and responsibilities 	<p>FROM 1998 TO 2004</p> <p>Viasat S.p.A. – Rome – Italy</p> <p>Automotive Telematics products and services</p> <p>2003 – 2004: Service and Product Quality Manager</p> <p>2000 – 2002: International Business Development Manager</p> <p>1998 – 2000: Director of Engineering and Programmes</p> <p>2003 – 2004: improvement of the quality level of the products; reorganisation, rationalisation and cost reduction for the post-sales assistance services; issuing and systematic setting-up of the presence and technical support to the sales and installation network; achieved ISO 9001 and AVS94 certifications; creation of an ISO 9001-certified sales and installation network.</p> <p>2000 – 2002: definition of a general technical/commercial proposal to be submitted to the potential partners of the company abroad; Program Management for the technical/commercial development of the customers already acquired.</p> <p>1998 – 2000: evolutive maintenance and production control of the first-generation mobile terminals; development of the second-generation terminals; development of central infrastructures "Network Control Centre – NCC"; Program Management for the set-up of the control centres abroad (Austria, Belgium, South Africa, Slovenia, France, The Netherlands, Greece).</p>
<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer <ul style="list-style-type: none"> • Type of business or sector • Occupation or position held 	<p>FROM 1991 TO 1998</p> <p>Telespazio S.p.A. – Rome – Italy</p> <p>Satellite systems and services</p> <p>1997 – 1998: Project Manager at the Telespazio's subsidiary Com.Net (later renamed as Viasat S.p.A.)</p> <p>1996 – 1997: Business Development Manager at the "IRIDIUM Program Office"</p> <p>1995 – 1996: Gateways Program Manager at the "IRIDIUM Program Office"</p> <p>1991 – 1995: Senior System Engineer at the "Studies and Experimentation" department</p>

• Main activities and responsibilities

1997 – 1998: definition of proposals and acquisition of contracts for synergic Telespazio/Viasat projects.
 1996 – 1997: definition of the Technical/commercial proposals, negotiation and acquisition of two contracts (in Saudi Arabia and Brazil, 5 year duration) for the start-up and operations of the ground telecommunication stations.
 1995 – 1996: definition of the technical/commercial proposals, negotiation and acquisition of the contracts, and Program Management for activities of site selection and of set-up and testing of the ground stations ("Gateways") Iridium in Saudi Arabia, Brazil, China, Japan, South Korea, India, Italy, Russia, Taiwan, Thailand, U.S.A. - Arizona, U.S.A. - Hawaii.
 1991 – 1995: participation to many studies and projects for several customers, both national and international (Italian Space Agency; European Space Agency; Eutelsat; Intelsat; Inmarsat; Motorola), with increasing and wider responsibilities, starting from the technical field and evolving towards the technical-commercial field. Appointed as Italian representative inside the international Joint Development Team that managed the development of the bi-directional paging service Inmarsat D/D+, and the Telespazio representative within the Study Group 8 (Mobile Services) of the ITU-R.

• Dates (from – to)

• Name and address of employer

• Type of business or sector

• Occupation or position held

FROM 1984 TO 1991

Contraves S.p.A. – Rome – Italy

Design and manufacturing of radar systems

1988 – 1991: Project Manager at the "Radar Studies – Microwaves" department

1984 – 1988: Design Engineer of microwave integrated circuits at the "Radar Studies - Microwaves" department

1988 – 1991: project management for the development of the microwave units for a complex double-conversion exciter/receiver, that was part of a high performance, terrestrial X-band radar system (customer: U.S. Army).

1984 – 1988: design and development of many microwave circuits and subsystems, passive and active, for radar applications, such as: solid-state X-band power amplifiers; high stability microwave signal sources; solid-state low noise and driver amplifiers.

• Main activities and responsibilities

EDUCATION AND TRAINING

• Dates (from – to)

• Name and type of organisation providing education and training

• Principal subjects/occupational skills covered

• Title of qualification awarded

• Level in national classification (if appropriate)

From 1979 to 1985

University of Rome "La Sapienza"

Electronics Engineering – branch "Telecommunication Systems"

Doctor in Electronics Engineering (full degree - 5 years)

110/110 cum laude

**PERSONAL SKILLS
AND COMPETENCES**

*Acquired in the course of life and career
but not necessarily covered by formal
certificates and diplomas.*

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

ENGLISH

ADVANCED

ADVANCED

ADVANCED

• Reading skills

• Writing skills

• Verbal skills

SOCIAL SKILLS

AND COMPETENCES

Living and working with other people, in multicultural environments, in positions where communication is important and situations where teamwork is essential (for example culture and sports), etc.

PROFESSIONAL

Since 1991 always involved in activities and projects where communication among different parties and skills was the key for success:

- multinational committees
- mutual understating between customer and supplier
- mutual understanding between manufacturing and service companies
- multicultural, world-wide projects in several countries
- private companies vs. governmental bodies and entities

Teacher and member of examining boards for the courses of "Microwaves" and "Microwave Measurements" at the University of Rome "La Sapienza" in years 1986 – 1990.

NON-PROFESSIONAL

Sports: volleyball player and team trainer for many years.

Music:

- Founder, majority shareholder, and director of Project Leonardo Limited (<http://www.leonradolibrary.org>), a company incorporated in New Zealand and acting as an internet service provider offering web hosting services to online libraries that distribute free contents in any fields of arts and science..
- member of the Board of Directors, Chief Financial Officer, IT manager and European copyright manager for the Choral Public Domain Library (CPDL – <http://www.cpd.org>), a collaborative website (Wikipedia alike) for free choir music scores (the most visited website of the world on this subject – more than 500 thousands "page impressions" per day);
- manager of the US, European and Canadian websites, of the forums, and copyright reviewer for the International Music Score Library Project (IMSLP – <http://imslp.org> – also known as Project Petrucci), a collaborative website (Wikipedia alike) for free music scores, not only choral (the most visited website of the world on this subject – more than 100 thousands downloads of music scores per day);
- inventor and manager of the Choralia website (<http://www.choralia.net>), devoted to the production and distribution of free training aids for choir singers (more than 5 million downloads of training aids since 2006..

ORGANISATIONAL SKILLS

AND COMPETENCES

Coordination and administration of people, projects and budgets; at work, in voluntary work (for example culture and sports) and at home, etc.

PROJECT MANAGEMENT (WITH EMPHASIS ON TECHNICAL ASPECTS):

Years 1988 – 1991 at Contraves Italiana S.p.A, 1991 – 1993 and 1997 – 1998 at Telespazio S.p.A., 1998 – 2000 at Viasat S.p.A.

PROGRAM MANAGEMENT (WITH EMPHASIS ON TECHNICAL AS WELL AS ON COMMERCIAL/BUDGET ASPECTS):

Years 1993 – 1997 at Telespazio S.p.A., 2000 - 2002 at Viasat S.p.A., from 2004 at Octo Telematics.

PEOPLE MANAGEMENT (COORDINATION OF A WORKGROUP WITH HIERARCHICAL RESPONSIBILITY ON IT):

Years 1998 – 2000 and 2003 – 2004 at Viasat S.p.A, from 2011 at Octo Telematics. .

QUALITY AND INFORMATION SECURITY MANAGEMENT SYSTEMS:

2003 - 2004 at Viasat S.p.A., 2006 to 2010 at Octo Telematics.

TECHNICAL SKILLS

AND COMPETENCES

With computers, specific kinds of equipment, machinery, etc.

In-depth knowledge of computer science and networking from a system engineering viewpoint.

Basic programming skills in various languages (both object and non-object oriented) and web authoring tools (HTML, Javascript, PHP, etc.). Knowledge of Windows and Linux operating systems. Technical management of high-traffic websites, also based on collaborative platforms (e.g., MediaWiki).

Advanced user of computer tools for office automation and information sharing purposes.

ARTISTIC SKILLS

AND COMPETENCES

Music, writing, design, etc.

Basic knowledge of music theory, harmony, music reading and sight-singing.

In-depth knowledge of computer music tools for sound synthesis and printed score recognition, automation of production processes of music files.

Good writing aptitude for technical matters (author of many papers published on magazines, documents, manuals, guides, web sites devoted to music and hiking, etc.).

OTHER SKILLS
AND COMPETENCES

Competences not mentioned above.

Holder of amateur radio license since 1979, at the highest level available in Italy (passed exams of radio/electronics theory and Morse code transmission/reception)

DRIVING LICENCE(S)

Italian driving license, class "B" (cars and vehicles up to 3,500 kg).

ADDITIONAL INFORMATION

ANNEXES