

PERSONAL INFORMATION

Giuliano Franceschi



Sex | Date of birth | Nationality

WORK EXPERIENCE

From 2019 to present

Network deputy Director

Lepida S.c.p.A. - www.lepida.net

- Lepida S.c.p.A. is a subsidiary of the Regione Emilia-Romagna as regards implementation of the Regional ICT Plan; it provides connectivity (optical, wireless and mobile networks) and IT services to local Public Administrations and Health Centers.

Currently I am in charge of the networks division and I work on the development and management of the network of Public Administrations of the Emilia-Romagna Region.

Business or sector: Government

From 2009 to 2018

DataCenter&Cloud Director

Lepida S.p.A. - www.lepida.it

- As a Director I was in charge of the creation of 3 regional Data Centers to help optimizing PA efficiency. I was responsible for both Data Center facilities and IT services (IaaS and PaaS solutions).

Business or sector: Government

From 2007 to 2008

Lecturer

University of Bologna – Italy - www.unibo.it

- I held two sessions of the Web Technologies and Computer Networks courses in the Computer Science Department at the University of Bologna.

Business or sector: Education

From 2002 to 2009

Team Leader and Account Manager

Di.Tech S.p.A – www.ditechonline.it

- Ditech S.p.A. is a consulting company leader in ERP products for Large-Scale retail trade. I led the Java development Team that included an off shore office in Romania. I was also the account manager for a number of customers. I worked defining the go to market for the ERP solutions, creating Sales and marketing programs to help growing solutions revenue and building successful partner relationships.

Business or sector: Large-Scale retail

From 1997 to 2002

Project Manager
Webegg S.p.A. (formerly known as Logicasiel, Italian branch of Logica plc, now Value Partners Group)

- Webegg S.p.A. was a company providing IT consulting and solutions. I worked as Project Manager for many projects including: Client Management for Seat Pagine Gialle, GotoWeb for Olivetti, Wealth Management Corporate Portal for Banca San Paolo (now Banca Intesa).

Business or sector: IT consulting

EDUCATION AND TRAINING

from 1989- to 1996

Master's degree Electronic and Communications Engineering

100/100

 University of Bologna – Italy - www.unibo.it

- I received a special award for my thesis by Telecom Italia.

from 1984- to 1989

High School Diploma in accountancy and business economics

60/60

 Istituto Tecnico Commerciale P.F. Calvi, Padova – Italy - www.calvipd.gov.it
PERSONAL SKILLS

Mother tongue(s)

Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	C1	B2	B2	B2

 Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user
Common European Framework of Reference for Languages

Communication skills

- Good communication skills gained through my experience as IT specialist in charge of presenting and discussing organizational solutions with stake-holders and customers.

Organisational / managerial skills

- Responsible for teams of up to 25/30 persons.
- Five years as a Director gave me solid experience on business planning and decision making.
- Recognised agent for change with documented ability to lead teams and re-engineering activities to fulfil strategic objectives.
- Results driven executive with a track record of accomplishment working with partners, generating short term tactical results balanced with long term strategic results.
- Building successful partner relationships.
- Driving high customer satisfaction.

Job-related skills

- Professional competence in IT technologies (Java, Html5, Css, Sql, etc.) and methodologies (Agile).
- Agile Scrum Master.
- TDD.
- Problem solving.
- Team leadership.
- Building customer tailored solution architecture.

Other skills

- Drum playing

Driving licence

A, B