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PROFESSIONAL EDUCATION 1983 High School Certificate in Computer Science and Electronics, Institute Ing. C. Olivetti, Ivrea, ITALY, Result (52/60)
LANGUAGES Italian
English (fluent)
French (fluent)
Danish (fluent)
TECHNICAL SKILLS: Assembler, PLZ, Pascal, Fortran, Cobol, Basic, VB, C, C++,JAVA, JavaScript, HTML, PHP, Adobe. Office
Oracle RDBMS, MySql,
Six-Sigma certification , PMP certification , Yourdon
PRESENT POSITION Freelance Consultant and Technologist

SUMMARY and PROFESSIONAL STRENGTH

A technologist with 30 years consulting and technical experience in a wide spectrum of industry field.

A business professional with international experience in management level positions that support the achievement of financial objectives.

An excellent results-oriented leader with a proven business track record and the ability to create, identify and close significant business opportunities supported by a strong technical background and skills.

Able to focus on project, develop solutions and strategies and meet or exceed deadlines.

A self-motivated person with the ability to work under pressure whilst fostering a positive team environment.

A service professional with extensive experience in working and managing virtual consulting teams cross borders.

Skilled and experienced in starting up and incubate new line of businesses on large scale.

Technical knowledge spanning from programming capabilities, architecture design and consulting expertise for complex enterprise solutions.

CURRICULUM HISTORY

Freelance (current employer)

2/2018 – present (LASER ROMAE s.r.l) **Business Development & Consultant**

The main role is to support the business grow of LASER ROMAE creating specialised practices and competence center in the following area:

- Data Privacy Services– GDPR UE 2016/679
- Transparency & Whistleblowing Services
- Data Governance and Integration

Working closed with ANAC, Data Privacy organisation, Council and University to develop sustainable and well proven methodologies to enforce the mentioned services.

2/2016 – to 2017 (LUTECH spa) **Account Lead Energy &Utility**

Managing the relationship with Energy & Utility clients for central italy. Contribute to build strong relationship with customers as AMA, ACEA, ENEL, GSE and TERNA and achieving 4m€ revenue in 18 months.

2/2010 – to 2015 (Freelance) **Technologist and Business consultant**

Freelance acting as a trusted advisor, technologist and developer for innovative solutions for industrial, retail and healthcare markets.

Working for selected customers on the following projects:

- ❑ DROMEDIAN s.r.l. Project management for “iMeetingRoom”
- ❑ SINCRONO s.r.l. Project development for employee wellness program (“Tell Me”).
- ❑ EAT-IT – grid portal for the valorization of Italian food excellence and agricultural products.
- ❑ Amici Del Gusto – e-commerce solution B2B for italian food producers
- ❑ IQM Ispezioni s.r.l. –realization of a automated reporting tool for technical inspection
- ❑ Fast Police/E.V.A. –support device for Police force (Carabinieri & Local Police) based on voice recognition (Nuance/Loquendo platform) on Android and embedded MS-Windows platform.
- ❑ EssereInForma –Sport and healthcare management solution using mobile devices
- ❑ Jennifer - automated responding machine for medical centers
- ❑ C.A.S.A. - Advanced prototype of domotic solution using IoT devices
- ❑ W.A.Y. - commercialization of geolocalisation systems for transport industry
- ❑ Automotive - R.F.I.D. solution for quality assurance in the automotive industry

Previous Experiences

1/6/2005 – 1/2010 **Country Manager – Dell GICS South-East Region**

In 2005, with the final implementation of the Global Infrastructure Consulting Services (formerly Dell Professional Services) across EMEA , I took the responsibility of the consulting Business across Dell South-East region (Italy, Czech Rep. Greece and Poland) consolidating the work previously done in setting-up the DPS business.

The region, thanks to the growth in service revenue, has been splitted, and currently i am responsible for Italy and Greece accounting for more than 40m\$ business year in services while managing a team of Solution Architects, Consultants and Partners in the region.

1/6/2001 – 30/05/2005

Business Development Manager/Strategist- Dell Professional Services EMEA

From 2001, with the dismantling of the region, I was re-assigned to support the EMEA Service Team to build and set-up the Professional Service Organisation in Europe. In this task I created and implemented the organisation and the processing necessary to built-up a successful, profitable and integrated business model aligned to the well known "Dell Direct Model". This model defined as "Virtual Partner Model" leveraged the integration of few SI (Systems integrators) at global and local level to support the Dell Enterprise Business.

Business Highlights of the period:

- ❑ 163% YoY growth across EMEA.
- ❑ Overachieved TRU targets (Total Revenue Target) across EMEA.
- ❑ Overachieved services demand target across EMEA.
- ❑ Involved in supporting more than 100 major consulting opportunities across EMEA
- ❑ Aligning more than 25 DPS partners across EMEA

1/3/2000 – 31/5/2001

Benelux ASG Manager – Dell Nordic Region

In 1999 promoted ASG (Advanced Systems Group) Manager for the Dell Benelux Pre-Sales organisation with the task to build a local technical organisation contributing to the expansion of the enterprise business.

Business Highlights of the period:

- ❑ Enterprise business grew from \$11m to \$20m in a 5 quarters period
- ❑ Support the creation of the Internet Solution Provider team focused on ISP/ASP and web hosting companies working with a team of 15 people
- ❑ Develop and incubate the Solution Selling approach that leads - later on - to the creation of Dell Consulting division DPS

1/10/1997 – 27/2/2000

Enterprise Technologist - Dell Professional Services EMEA

Joined Dell HQ in UK, in 1997 as the first European Senior System Consultant in the Consulting Team to evangelise and support the field in complex and strategic enterprise projects across Europe and as leading Subject Matter Expert for mission critical environment covering High-availability, D/R and Storage architectures.

Business Highlights:

- ❑ Enterprise Business growth from \$64m revenues per quarter in Q4 1997 to 175\$m per quarter in Q2 1999.
- ❑ Dell market share increasing from 6.2 to 12.8% in the same period
- ❑ Involved in closing more than 200+ deal across EMEA
- ❑ Built a network of more of 300 people

1996 – 31/9/1997 (Consulting)

Helix Media - IT Architect - BG Bank/Post Denmark

IT Architect in charge to model and design a new common architecture for BG Bank and Post Denmark. Working within a 6 person team, my task was to collect and identify requirements, products and technology trend producing as output of the activity two reports: a guideline document describing the IT strategy for this common platform and a prototype, containing a subset of products installed in the new platform. My activity was focusing on Microsoft Framework and especially on Windows NT and Microsoft BackOffice products. My previously expertise on PTS (1988-1991) gave to the project a qualified resource knowing the current implementation of the Post Denmark products; PTS (Post Terminal System) was one of the exiting products to migrate in the new platform.

1995 – 1997 (Consulting)

Helix Media - Technical Director - Info Pro

Technical Director for Info Pro, responsible of a team of 4 engineers. In this company my primary task was to define a technical strategy in different segments (products, projects and consultancy). After two years development we delivered a Tele-Marketing, CTI, and Contact Sales Management product called "*Finestra*", and different Multimedia applications. Company and activities were sold to Info-Huset, the Telemarketing subsidiary in 1997.

August 1994 - December 1994 (Consulting)

Helix Media - System Engineer - Olivetti DK

In these three months I was hired by Olivetti Denmark to build a LAN based "Software Distribution" system on OS/2 for UniBank (one of the largest banks in Denmark). This product, designed and in part developed by Olivetti Italy (Head-quarter) has been rewritten and optimised in these three months following the specification of the customer. The product is part of the UniEx project and was currently used in all the Unibank branches.

June 1994 (Consulting)

Helix Media - Migration advisor - State Bank of South Wales

Client/server specialist hired by Olivetti Australia to advise State Bank of South Wales for a migration project from Olivetti MOS system (mini) to a Microsoft Open System platform (Client/Server). Olivetti got the project and the new system, on a mixed Windows environment is currently going-on using as business block builder a financial 4GL tool used by Citibank in U.S.A and developed by Olivetti North America (Mosaic - AB²).

1994 (Consulting)

Helix Media - IT Architect - Barclays Bank

IT Architect and Supervisor for Barclays Bank in England. The project named "*Picasso*" running in UNIX/Windows O.S. was the first European project based on Open System products (OSF complaint), and its goal was to define and build the new generation of the middleware platform for the bank. My primarily task was to guarantee the choice of the products against the architecture of the bank and of the designed system. Great emphasis was put in the Client/Server architecture (DCE) where I was responsible.

Involved in the project were the major companies as IBM, DIGITAL, OLIVETTI and HP to whom I reported with periodically meetings.

1993-1994 (Consulting)

Helix Media - System Engineer - Sparebanken NOR

System engineer assigned to pre-sale activities in Norway for Scanvest Olivetti. The activity disclosed to the Norwegian customer Sparebanken NOR all the Olivetti products lines based on UNIX, Ms-Windows OS. In particular, I was involved in the presentation of products to the SpareBanken NOR during different workshop held and prepared in Norway.

Furthermore, the Olivetti product line was integrated in the realisation of a basic middleware platform named "Prototype" to be used by the customer as a technical reference for evaluation and for further developments. In particular, the Olivetti product line integrated in the "Prototype" consisted of:

- OS (MsDos 5.0 MsWindows 3.1 UNIX SVR4)
- LAN (netbeui, Netbios, TopNetbios, TokenRing, Ethernet, Lan Manager)
- WAN (X25, Cisco routers, Sw routers, APPC, Olivetti LSI APIs)
- System Management (Network Control Center DMC)
- Security (Olivetti Application Monitor)
- Database (Oracle RDBMS, Oracle Card, Pro C APIs, SQL*Net)
- Client/Server Distribute Environment (Olivetti PB)
- OIS Environment (Olivetti IBIsys)
- CASE Tools (Envision)
- Application Builders (Olivetti AB², Olivetti - Visual Form, Ms-Visual Basic, Ms Visual C++)

1991 to 1992 (Consulting)

Vertex - System Engineer - Unibank A/S

System engineer assigned to analyse, design and develop the technical platform for banking products working as adviser and consultant for the bank "Unibank A/S" in Denmark for the "UniEx" project. In particular involved in the following activities:

- User interfaces
- Application and system services
- Technical platform
- RDBMS design (Oracle)
- Object Oriented Technology
- OS/2 16 bit OS
- Olivetti PB environment
- CASE tools
- Graphical environment (Presentation Manager, CUA '89, CUA '91)

1988-1991 (Consulting)

Vertex - System analyst Programmer - Danish P&T Giro

For the entire period, technical advisor and Olivetti Client/Server architecture specialist (Olivetti PB), stationed in Denmark, working as adviser and consultant for the "PTS" Project. Tasks involved analysis, development, and support for the automation of the Post Offices. In particular, participation in the analysis and development of:

- User interfaces
- Application and system services
- Client/server Technical platform (Olivetti PB)
- Hierarchical database design
- Integration
- Software Configuration Management (PVCS, Polymake, Polydoc tools)
- Network administration
- Development environment

1986-1988 (Consulting)

Vertex - System Analyst Programmer - Credit Communal de Belgique

Adviser for the Bank CCB (Credit Communal de Belgique) in Belgium. Tasks involved the migration of a previous project implemented on Olivetti S6000 computer written in PL/Z language to Ms-DOS platform. As driven engine we used Olivetti Client/Server environment PB. In this project primary areas of where I was involved were:

- Migration the environment layer
- Implementation of a business mathematical package used by the applications
- Development of a printer spooler service
- Client/Server Architecture support (Olivetti PB)
- Network administration.

Hardware: Olivetti LSX-MOS (L1); Ms-DOS AT PCs

1984-1985 (Consulting)

Vertex - System Analyst Programmer - SNCI Belgium

Consultant for Olivetti Belgium at the Bank SNCI (Société National du Credit pour l'Industrié) in Brussels. Tasks involved the development of the system layer and application programs for the automation of the branches.

Language: Pascal
Hardware: Olivetti LSX-MOS (L1); Ms-DOS AT PCs

INFORMAZIONI PERSONALI **Claudia Quintili**

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🌐 www.laserromae.it

Sesso F | Data di nascita 1977 | Nazionalità Italiana

OCCUPAZIONE PER LA QUALE
SI CONCORRE
POSIZIONE RICOPERTA
OCCUPAZIONE DESIDERATA
TITOLO DI STUDIO
DICHIARAZIONI PERSONALI

Privacy Advisor

ESPERIENZA
PROFESSIONALE

01/2016 – in corso

Privacy Advisor

Laser Romae S.r.l.

- Consulenza in materia di privacy compliance e protezione dei dati, implementazione e mantenimento e advisor per adeguamenti alle normativa UE 2016/679;
- Sistema Privacy di Gestione della Sicurezza dei Dati (SGSD), audit di verifica e risk assessment (Rapporto di Audit, Data Protection Impact Assessment, Piano Azioni Correttive, ecc.), gestione di Modelli Organizzativi specifici (Videosorveglianza, Controllo Accessi, Policy IT, sistemi di monitoraggio, ecc.), Sistemi di Gestione Integrati: Privacy & Qualità.
- DPO esterno e auditing presso
W s.r.l.
Hexcogito s.r.l.
- Advisor per Privacy applicata al mondo del Lavoro, e-commerce, sistemi informatici, Marketing, Web & Social Media Marketing.

Attività o settore Risk Management, Governance, Information and Communication Technology,

01/2015 – 12/2015

Product Specialist SAP moduli FI, FI/AA, CO, FM, MM, SD

Laser Romae S.r.l. c/o Nikesoft S.r.l., Roma

- Servizio di Helpdesk e Supporto on-site sui moduli FI, FI-AA, CO, FM, MM, SD e SAP BW, un servizio di HelpDesk e Supporto on-site su sistemi TIBCO per il Cliente Nikesoft.

Attività o settore Information and Communication Technology

02/2012 – 12/2014

Product Specialist SAP moduli FI, CO, MM

Nikesoft S.r.l. c/o CONI Servizi, Roma

- Analisi AS-IS e TO-BE. Documentazione di progetto. Customizzazione del sistema (MM): struttura impresa; tipi documento; strategie di rilascio RdA ed OdA; tabella T030. Manuale di customizing e manuale utente. Creazione e monitoraggio profili SAP. Formazione utente; assistenza all'avviamento in produzione; assistenza Help Desk.

Attività o settore Information and Communication Technology

10/2008 – 01/2012 Product Specialist SAP moduli FI, CO, MM

Mediacon Sistemi Informativi S.p.A. c/o CONI Servizi, Roma

- Analisi AS-IS e TO-BE. Documentazione di progetto. Customizzazione del sistema (MM): struttura impresa; tipi documento; strategie di rilascio RdA ed OdA; tabella T030. Manuale di customizing e manuale utente. Creazione e monitoraggio profili SAP. Formazione utente; assistenza all'avviamento in produzione; assistenza Help Desk.

Attività o settore Information and Communication Technology

02/2007 – 09/2008 Product Specialist SAP moduli FI, CO, SD, MM

Mediacon Sistemi Informativi S.p.A. c/o IPZS, Roma

- Assistenza personale MEF "Ministero Economia e Finanza" dei magazzini di Fabriano e Foggia. Analisi materiali prodotti finiti al magazzino del tesoro di Roma (distinzione tra materiali a fatt. diretta e a capitolo). Studio analisi flusso carta bianca. Analisi materiali. Assistenza on the job per caricamento delle richieste di fabbisogno, degli ordini di vendita per le integrazioni al fabbisogno 2008, caricamento degli ordini di vendita per i materiali gestiti a fatturazione diretta. Implementazione e caricamento delle condizioni dei prezzi in SD e dei record info MM. Gestione attività di allineamento del magazzino tesoro Roma relativo al 2007 direttamente a sistema e tramite batch input. Analisi preliminare delle procedure di gestione del conto giudiziale. Redazione manualistica e formazione utenti. Assistenza Help Desk

Attività o settore Information and Communication Technology

ISTRUZIONE E FORMAZIONE

- 2005 **Laurea in Economia Aziendale**
 • Università degli Studi Roma Tre. Facoltà di Economia
- 1996 **Diploma di maturità scientifica**
 • Liceo Scientifico P.P. Parzanese

COMPETENZE PERSONALI

Lingua madre Italiano

Altre lingue

Inglese

	COMPRESIONE		PARLATO		PRODUZIONE SCRITTA
	Ascolto	Lettura	Interazione	Produzione orale	
Inglese	B2	B2	B2	B2	B2

Livelli: A1/A2: Utente base - B1/B2: Utente intermedio - C1/C2: Utente avanzato
 Quadro Comune Europeo di Riferimento delle Lingue

Competenze comunicative Ottime competenze comunicative acquisite durante la mia esperienza lavorativa

Competenze organizzative e gestionali Ottime competenze organizzative e gestionali, predisposizione per il lavoro in gruppo. Ottima capacità di gestire molteplici progetti contemporaneamente. Ottima attitudine al Problem Solving.

Competenze professionali Capacità di analisi e di sintesi; capacità di visione sistemica e di realizzazione ed organizzazione di procedure ed attività complesse; capacità di ricerca e di elaborazione a partire da dati non modulati e non articolati; capacità di gestione risorse umane, risorse economiche e risorse tecniche nel rispetto di vincoli di budget e di tempo, capacità di osservazione e di attenzione al dettaglio.

Competenza digitale

AUTOVALUTAZIONE

Elaborazione delle informazioni	Comunicazione	Creazione di Contenuti	Sicurezza	Risoluzione di problemi
Avanzato	Avanzato	Avanzato	Avanzato	Avanzato

Livelli: Utente base - Utente intermedio - Utente avanzato
 Competenze digitali - Scheda per l'autovalutazione

Buona conoscenza dei sistemi operativi Windows e dei seguenti applicativi software: Microsoft Word, Microsoft Excel e Microsoft Power Point. In generale ottima dimestichezza con gli strumenti informatici tradizionali ed anche con quelli web based.

Patente di guida Patente B

ULTERIORI INFORMAZIONI

- Pubblicazioni
 - Presentazioni
 - Progetti
 - Conferenze
 - Seminari
 - Riconoscimenti e premi
 - Appartenenza a gruppi / associazioni
 - Referenze
 - Menzioni
 - Corsi
 - Certificazioni
- 2008: Master "Gestione di impresa: amministrazione, finanza, controllo, organizzazione, qualità"
 - 2006: Corso SAP (System Application & Products) moduli FI, SD, MM.

Dati personali Autorizzo il trattamento dei miei dati personali ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali".