

PERSONAL INFORMATION

Giuseppe Donadono



WORK EXPERIENCE

From May 2021 – on going

System Management Manager

Fondazione Centro euro-Mediterraneo sui Cambiamenti Climatici - via Augusto Imperatore, 16, CAP 73100, Lecce

www.cmcc.it

Managing and operational activities within the following areas of the System Management. In particular:

- Identifying and acting on opportunities to improve and update software and systems
- Developing and implementing IT policy and best practice guides for the organisation
- Conducting regular system audits
- Overseeing and determining timeframes for major IT projects including system updates, upgrades, migrations and outages
- Managing and reporting on allocation of IT budget
- Support management control with the implementation of automatic tools for data collection and aggregation

Business or sector Scientific Research

From Sep 2017 – May 2021

Head of Enterprise Project

H.T. High Technology - Via dei Mestieri 13, 20863 Concorezzo, Italy

www.h-t.it

Responsible for a team of 5 Project Managers who follow the Enterprise projects area.

Since January 2019 with my team we have been following middle and top segment customers (about 70% of company turnover), as manager I have the task of:

- Coordinate and monitor the projects in my area in order to guarantee the success of the project both for the client and for HT, focusing on the quality and marginality of the projects followed
- Develop internal best practices in order to optimize and standardize the work methodology
- Develop innovative solutions to propose to customers

MAIN PROJECTS:

- October 2020 – Present – PM – SAP Pharma – Implementation of SAP ERP
- January 2020 – Present – PM – SAP Chemical – Implementation of SAP ERP
- September 2017 – Present – PM – Client manager for a Pharma Company
- December 2017 – Present – PM – Serialization: PM of a SAP - ATTP implementation project for a Pharma Company (Europe, Brazil and Russia)
- September 2017 – Present – PM – Client manager for a Manufacturing company
- October 2019 – December 2020 – PM – SAP Cosmetics – Implementation of SAP ERP
- June 2018 – December 2020 – PM – SAP ERP implementation using an Agile approach
- October 2017 – January 2019 – PM – Internal transformation project: PM of an internal transformation project for the definition of a new structure and new methodologies
- September 2017 – June 2018 – PM – Small project for the implementation of small upgrades for a chemical company

Business or sector: Pharma, Manufacturing e Food

From Sep 2015 – Sep 2017

Project Manager

BUSINESS INTEGRATION PARTNERS - Piazza San Babila 5, 20122 Milano, Italy

<https://www.bipconsulting.com/it/>

Project manager in transformation projects supporting both the business and IT part. With a focus on Strategic Transformation, IoT Transformation, CRM, Business Process Reengineering and IT Governance.

MAIN PROJECTS:

- May 2017- September 2017 – PM – IT Governance: Customer support to reorganize IT processes
- April 2016 – July 2017 – PM – New Self Portal A2A Ambiente: Project Manager of the A2A Ambiente Self Portal project
- October 2016 – May 2017 – PM – New CRM / CTI A2A Ambiente: Project Manager at A2A Ambiente for the implementation of CRM and CTI and integration with IoT systems.
- October 2016 – March 2017 – DM – CRM and Billing: Demand Manager at A2A Energia CRM and Billing System
- June 2016 – September 2016 - PM – Strategic Plan Definition: Definition of the IT strategic plan for the company's investment
- September 2015 – September 2016 - PM - Client First: BPR and IT and organizational transformation through the analysis of company systems data.

Business or sector: Utilities e Transport

From Jul 2010 – Sep 2015

Senior Consultant

Accenture - Via Maurizio Quadrio 17, 20154, Milano, Italy

www.accenture.com

Senior Consultant in IT and Business transformation projects with a focus on BPR activities, CRM software selection, design and implementation of CRM solutions, Sales Force Automation, Design of custom Java solutions.

Team Leader in the management of the whole life of a project: BPR, Blue Print design, design of architectural solutions, test and release.

MAIN PROJECTS:

- May 2015 - September 2015: PM - CRM Performance Analysis: BPR and IT transformation of CRM in order to reduce the churn rate by Big data analysis
- March 2015 - July 2015: PM - CRM Software Selection: customer experience design, requirements gathering, creation an scoring model
- January 2014 - March 2015: PM - New Construction Systems: New suites to support Construction Activities (Estimation, Planning and Progress Monitoring, Accounting, Quality and System Completion, Material Management & Feasibility) with the innovative interface and integration with machine and sensor
- March 2013 - June 2014: Coordinator - New Construction: BPR of Construction Activities (Estimation, Planning and Progress Monitoring, Accounting, Quality and System Completion, Material Management & Feasibility) with the innovative interface and integration with machine and sensor
- July 2010 - March 2013: Coordinator - Review of CRM processes: BPR, BBP, application solutions design, test and roll out
- November 2012 - March 2013 PM: New SF Mobility solution: a new solution to support agents in sales process by tablet and IoT device

Business or sector: Utilities e Oil&Gas

ISTRUZIONE E FORMAZIONE

From mar 2007 - mar 2009

MD BIOMEDICAL ENGINEER | 27/03/2009 |

University Of Naples Federico II, Italy

From sep 2003 - mar 2007

BD BIOMEDICAL ENGINEER | 27/03/2009 |

University Of Naples Federico II, Italy

PERSONAL SKILLS

Mother tongue Italian

Other languages

	UNDERSTANDING		SPEAKING		WRITING
	WRITING	Reading	Spoken interaction	Spoken production	
English	B1	B1	B1	B1	B1
Spanish	A1	A1	A1	A1	A1

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

Leadership skills Rationality, communication and vision: all these elements make it possible to lead the team to achieve the set objectives.

Organisational / managerial skills Coordination and management of internal and customer resources involved in the project, ensuring that this respects the times, costs and satisfaction of the internal/external customer. Furthermore, managing risks and preventive actions for their mitigation.

IT skills Mapping of business systems, Definition of the evolution of technological and information systems, Definition of an implementation plan and Identification of implementation costs. In addition, I also worked on defining implementation strategies in order to mitigate resistance to change and achieve the set goals.

Driving licence A - B