

A

Francesca Pili**IOT Sales Manager Expert**

A

IV

16/2003 & art. 13

WORK EXPERIENCE**April 2015 – March 2020****Vodafone Italia SpA**

with about 7,000 employees, 8 Competence Centers and more than 6,000 outlets, it is one of the leading telecommunications companies operating in Italy for the provision of mobile telephony, fixed telephony, internet and M2M services. With total revenues of € 5,239 million, each year the company's activities provide a direct and indirect contribution to the estimated country's economy of € 6.4 billion.

November 2019-today**IOT Sales Manager Expert Northwest**

- Corporate Sales North Area Italy.

April -november 2019**IOT Sales Manager Expert Northwest**

- *Health & Local Public Sector North Italy.*
- *Corporate Sales North Area Italy.*

**January 2018-
march 2019****IOT Sales Manager Expert**

- *focal point for IOT projects 4.0 Industry* (*Smart Locker Solution, IOT proximity marketing, Analytics, container tracking projects, centrally connect machines sold globally to gath monetization and pro-active maintenance and support, etc.*).
- *focal point for IOT Health & Local Public Sector Italy.*
- *Corporate Sales North Area Italy.*

April 2017 - december **ICT Sales Manager Expert**

- *Health & Local Public Sector North Italy*
- *Corporate Sales North Area Italy*

April 2015

May 2017 **Key Account Manager health& local public sector Italy**

- *Lombardy Region*
- *Piedmont Region*
- *Sardinia Region*
- *Liguria Region*

July 2008-January 2015 Engineering Ingegneria Informatica SpA

With about 7,300 specialists, 40 locations distributed in Italy, Belgium, Serbia, South America (Brazil and Argentina) and the United States, a consolidated revenue portfolio of around 823 million euros in 2013, Engineering is the leading Italian company for ICT services, consulting and software. Listed in Milan since 2000 in the STAR segment, Engineering manages IT initiatives in more than 50 countries around the world on all vertical market areas, from Public Administrations to Utilities, from Banks to Industry, TELCO to Asset Management.

January 2014 -2015 SALES MANAGER

In charge of Business Development and Program Management for the Lombardy Region for Lombardy computing customers, EXPO2015 and the Politecnico di Milano.

- *Hosting Infrastructure Management Services for the Politecnico di Milano (October 2014).*
- *Provision of computer security services for Vulnerability Assessment and Penetration Test EXPO2015 (September 2014).*
- *Awarding of the System & Application Management Services for application systems relating to the EXPO2015 Legality Protocol (July 2014).*

Awarding of the development and maintenance services, assistance, process analysis / demand management and training for the implementation of egovernment models of the Lombardy Region also made pursuant to art. 46 and 47 of Presidential Decree no. 445/2000 .

July 2012 - December 2013 SALES MANAGER

Health Care Counselor, Employment and Public Education Department for Sardinia Region.

- Asl 1 of Sassari, Asl 2 of Olbia, Asl 3 of Nuoro, Asl 4 of Lanusei, Asl 5 of Oristano, Asl 6 of Sanluri, Asl 7 of Carbonia, Asl 8 of Cagliari, AOU Brotzu, AOU Cagliari (Policlinico Monserrato) AOU Sassari.
- Awarding the Alexander Fleming project. Management training program and qualitative improvement of services and benefits in the regional social and health system. PO FSE Sardegna 2007 - 2013 - Axis I Activity line a.1.1/a.1.2 Axis III Activity line g.4.1.
- Awarding the Master Teacher project. The project is aimed at the preparation and implementation of the logistics and assistance services necessary for carrying out the training activity in favour of 1,000 teachers (Master teachers) of the Regional School System.

2011 - 2012 PROJECT MANAGER *Project Manager for the client Revenue Agency.*

- Design, analysis, design and development of a control system and fight against tax evasion.
- Project Manager for ANCI Sardegna.
- Designing, analyzing, designing and developing a system which, within the scope of tax control and combating tax evasion, pays the local authority a 100% share of the largest sums collected definitively from tax controls.

2009 - 2011 SENIOR CONSULTANT

Azienda Ospedaliera San Paolo di Milano

- Organizational consultancy and change management for the analysis, review and re-engineering of the hospitals processes, aimed at the introduction of electronic medical records.

Sardinia Autonomous Region - Regional Health Information System.

- Evaluation activities aimed at analyzing, reviewing and re-engineering the operational processes of territorial services and preliminary prevention for the implementation of the Prevention Portal. Functional analysis, design of the prevention portal. Senior Consultant and Educational Teacher for the client Sardinian Autonomous Region.
- Evaluation activities aimed at analyzing, reviewing and re-engineering the operating processes of Enterprises operating within the Regional Health System. 2008-2009 CONSULTANT Regione Autonoma della Sardegna – Regional Health information system.
- Practiced for the profession of Chartered Accountant and Auditor. In particular, the project activities concerned: General Accounting (Active and Passive Cycle), reclassification and drafting of financial statements, drafting of income statements, VAT clearance, checks on cash balance and bank accounts and their reconciliation, freelancers (Cassa Forensic and Inarcassa). Directional guidance in defining the requirements of a national computer platform specifically provided in Decree Law no. 78, art. 20 and Annex 1.

Latina Public Health Company.

- Organizational consultancy in the administrative-accounting area. In particular, the project activities concerned the development of assessment activities of the organizational structure and current processes, and subsequent re-engineering of the same according to the results of the evaluation carried out.

2007 - 2010 Practiced for the profession of accountant - Studio Commerciale Loddo

2005 - 2007 CONSULTANT - AuxaNova srl

Organizational consultancy in the administrative-accounting area. In particular, project activities concerned the responsibility of the administrative / accounting area (general accounting and reclassification SP / CE) and support in the definition of new parafarmaceutic products in terms of information, organizational and regulatory aspects.

2004 - 2007 CONSULTANT - Consortium Korà

Organizational consultancy in the administrative-accounting area. In particular, project activities involved participation in the design of a business plan for soft loans and public funds (PIA Lg. 28/1996.-LR 15 & 51; Real Business Services with Related Work Plans-POR) with relative approval and final report.

TRAINING

- IPSOA Tax Master, 2007 - 2008 IPSOA Training School High Level Master
- Postgraduate Course, 2004 SDA Bocconi certificate *Design and organize technological innovation to win the competitive business challenge in the company.*
- Degree in Economics and Commerce University of Cagliari Graduation *Doctrinal and jurisprudential guidelines on the withdrawal of pre-negotiation declarations "*.

LANGUAGES

ITALIAN Native speaker.

ENGLISH Good, Intensive Course at The Language Center Dublin.

FRENCH Good, Intensive Course at Le departement de la langue, de la culture et des institutions françaises aux étrangers, Paris XII. **8 months of stay as an ERASMUS student at Université Paris XII, Val de Marne.**

Awards and recent achievements

May 2019: Better to better IOT Vodafone

2018/19: top performer and best talent IOT ITALY

