

## PERSONAL INFORMATION

## Paolo Romagnoli



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Sex M | Date of birth 22/07/1984 | Nationality Italian

## WORK EXPERIENCE

From January 2021  
Currently

**Managing Partner**

Solutions Top S.r.l.

- Board member
- Prequalification and consultancy for M&A activities
- Business activities for the development and diversification of customers

From October 2018  
Currently

**Head of Sales**

Synesthesia S.r.l.

- Coordination of sales department
- KPI & swot Analysis
- Define sales strategy
- Relationship with the most important part of the customer portfolio
- Business activities for the development and diversification of customers

From June 2017  
September 2018

**CEO**

e-Gate Mobile S.r.l. (an e-Gate Group Company)

- Board member
- Ordinary administration
- Extraordinary administration
- HR & recruiting new resources
- Business activities for the development and diversification of customers
- Accounting & upselling

From February 2015  
May 2017

**CEO & Co – Founder**

Ubiq Studio S.n.c.

- Ordinary administration
- Extraordinary administration
- HR & recruiting new resources
- Planning meeting
- Business activities for the development and diversification of customers
- Accounting & upselling

**From March 2011 Account & Project Manager**

January 2015

Seac02 S.r.l.

- Relationship with the most important part of the customer portfolio: FCA (Fiat Chrysler Automobiles), Ermenegildo Zegna, IVECO S.p.A. a CNH Industrial Company, The Walt Disney Company, Ferrero S.p.A., Geico S.p.A., Beiersdorf Personal care company, SLAM S.p.A.
- Planning meeting
- Drafting Gantt activity
- Planning with the development department
- Project analyst
- Supervision software testing phase
- Representation at international exhibitions industry: international exhibitions at the Geneva and Frankfurt
- Business activities for the development and diversification of customers

**From September 2009 Presaling and first-level support**

To March 2011

Seac02 S.r.l.

- Support to sale of proprietary software of Virtual Reality & Augmented Reality Technology
- Schedule meetings and preparation demonstrations Software & Hardware
- Representation of the company at international trade fairs in the sector Virtual Reality & Augmented Reality

**From September 2008 Graphic designer, software tester and trainer**

To September 2009

Seac02 S.r.l.

- Design 3D graphics components
- Tester owner software of Virtual Reality and Augmented Reality Technology
- Teacher of Virtual Reality & Augmented Reality at IED Turin headquarters (European Institute of Design)

**From October 2007 IT Manager**

To October 2009

DECATHLON ITALIA S.r.l.

- Identification and resolutions computer problems encountered in assigned store
- Checking and upgrading hardware

**From October 2007 Mountain and cycling aftersale activity**

To October 2009

DECATHLON ITALIA S.r.l.

- After-sales service to customers
- First level analysis and repair of sports equipment (prevalent on mountain and cycling sports)
- Design, creation and printing of graphical content on sportswear

**EDUCATION AND TRAINING**

From September 2007

To July 2008

**CG Master (Computer Graphic)**

VRMMP - Virtual Reality and MultiMedia Park in Turin

- 3D software
- Rigging & 3D animation

From September 2003

To July 2007

**Degree in Computer Engineering**

Politecnico di Torino

- Programming languages
- Project management
- Analysis of project resources

From September 2002

To July 2002

**Microsoft certificate solutions associate (MCSA)**

Microsoft IT Academy

- installing configuring and administering windows 2000 server

From September 1998 **Informatic certificate**  
To July 2003 I.T.I.S. J.C. Maxwell di Nichelino (TO)

#### PERSONAL SKILLS

Mother tongue italian

#### Other language

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	Good	Excellent	Good	Good	Excellent
In possession of PET (Preliminary English Test) – level B1					

**Communication skills**

- Excellent communication skills demonstrated in account manager activity
- Good attitude to the motivation of the team
- Ability to summarize and effectively in the presentation phase

**Organisational / managerial skills**

- Excellent team leading skills acquired during the experience of the project manager
- Very good predisposition to mediation contract gained with the sales department
- Buone capacità di gestione del personale acquisite nell'affiancamento dell'attività del COO
- Good management skills of the personnel acquired with collaboration of COO

**Job-related skills**

- Good attitude of quality control processes software
- Excellent ability to manage hardware and software vendors
- Assistance to the testing hardware and software systems of video projection
- Teaching the basics of computer graphics

**Computer skills**

- Excellent knowledge of Microsoft Office tools
- Excellent knowledge of Computer Graphics Software Adobe Creative Suite CS
- Excellent knowledge of 3D computer graphics software Autodesk Maya
- Excellent knowledge of Microsoft Windows operating system
- Excellent knowledge of Apple OSX
- Excellent knowledge of mobile operating system, owned by Apple and Google
- Good knowledge of DB systems (MySQL)
- Good knowledge of programming language C / C + +
- Good knowledge of software most used in computer graphics 2D/3D

**Other skills/passions**

- Support, installation and repair in cycling road / MTB
- Service and Repair winter sports equipment
- Participation in amateur cycling road competition
- Excellent knowledge of road cycling technical components

Driving licence Driving license A2 and B

#### ADDITIONAL INFORMATION

**Personal details** I authorize the processing of my personal data within the meaning of "Decreto Legislativo 30 giugno 2003, n. 196 - Codice in materia di protezione dei dati personali".