



# Ugo Micci

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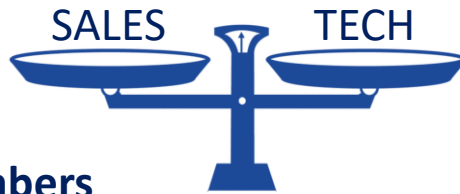
www.linkedin.com/in/ugomicci

data di nascita: 04/05/1973

Innovation  Organization  
 ECM **Sales Support** BPM  
 Blockchain Cybersecurity  
 Business Development

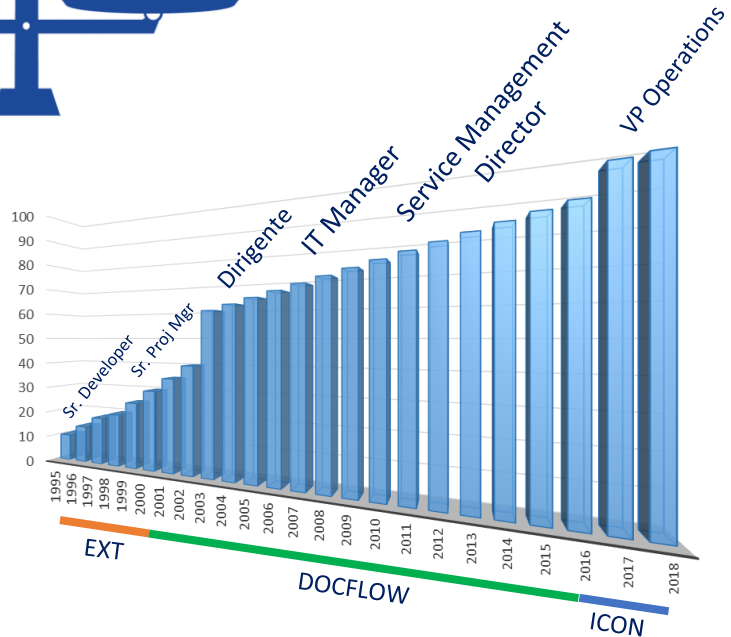
A unique talent for **establishing strong trust relationships** with large customers and the ability to **develop innovative solutions** allows me to **propose effective services with high added value**.



Strong **skills in the IT domain** (especially Cybersecurity, BPM, Case Management, Risk Management), proven **organizational proficiency**, long **management experience** and excellent **staff coordination** complete my profile.



## Some numbers

- 30 People in my team
- 98% Renewed contracts
- +100 Client managed
- +15% Revenues per year
- 500% Time-To-Market SaaS



Lingue  Italian mothertongue  
 Fluent English (C1)



## Main Clients

Crédit Agricole, Banca Popolare di Sondrio, Danieli, Esselunga, Autogrill, Bulgari, CVA, Edison, F.Ili Carli, Ferrero, FCA, Logista, Pavia e Ansaldo, Piaggio, SIASSB, Wolters Kluwer Italia



## Certifications

- ITIL v3 Foundation certified (2012)
- Trend Micro Sales Training for Deep Discovery (2015)
- Microsoft Sales Specialist (1999)
- Microsoft Certified System Engineer (1998)
- Microsoft Certified Trainer (1998)
- Microsoft Certified Professional (1996)