

EUROPEAN
CURRICULUM VITAE
FORMAT



PERSONAL INFORMATION



January 2020

<p>Name Address Telephone E-mail Nationality, birth See also</p>	<p><u>SALVESTRONI, Guido</u> Venice - Italy +39 348 5554062 gsalvest@gmail.com Italian, 03 Jan 1957 My Personal website (http://salvestroni.eu).</p>
<p>WORK EXPERIENCE</p>	
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Main activities 	<p>July 2016 - today Omega (Solar) Srl. – Verona Renewable energies – Photovoltaic systems, electricity storage, eolic systems Marketing and Sales, Macro projects, Field operations ☆ 🌟 Solar.OmegaStore.it</p>
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Main activities 	<p>Oct 2015 – July 2016 REEM Services Srl. – Padova Renewable energies – Photovoltaic systems, electricity storage. Marketing and Sales</p>
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Main activities 	<p>May 2007 – March 2016 Informacom Srl. – Verona IT services / Web management, Energy related projects. ① Business development, IT support, Software development PM, Licence providing ☆ Revamping of web software sales (see sw.Consist.it) ☆ Websites for energy market sales (<i>Kogen.it</i>, qSolar.it, etc.). ☆ eCommerce websites ☆ SEO and marketing ☆ Delphi custom applications (CRM, ERP, etc.) ☆ International software accounting ② Energy related projects –<i>Business development and sales in:</i> 🌟 microcogeneration (up to 25 kW, with FIAT engine -Tandem and Totem : http://www.totem.energy/) 🌟 cogeneration (natural gas and biogas) (more than 25 kW with MAN engine – T.E.C Total Energy Care – then ESCO-TEC / ETS EcoTermica Servizi) 🌟 hybrid inverters (qSolar)</p>
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Occupation or position held • Main activities 	<p>November 2007 – November 2012 Sinesy Srl - Group Tecnoinformatica Spa, Oderzo (TV) Software solutions for retail markets and other industries. Business Intelligence consulting (QlikView). Key accounting and business development Enterprise sales consultant. 👉 Foreign market development (retail solutions – 4WS.Trade application) ☆ Sales for TecnoInformatica Group, system integration and hardware selling (HP, VMware, IBM and Dell) (I've followed VMware and IBM courses).</p>



<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Occupation or position held • Main activities 	<p>2004 – 2007</p> <p>Nycomed Italia Srl. - Nycomed Spa., Milano Pharmaceuticals, multinational company (Danish at that time)</p> <p>IT Manager, with consulting contract</p> <p>ICT Support</p> <ul style="list-style-type: none"> 👉 Sales Force Automation for 40 salesmen, with Interactive Medica partner. Migration to SAP. ☆ I've contributed building and managing the first Nycomed's infrastructure, (HP) designed by IT colleagues of the Austrian team, then after a company expansion I've contributed to the new larger structure (IBM – Dell).
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Occupation or position held • Main activities 	<p>2004 – 2006</p> <p>Pharmony Srl., Milano</p> <p>Sales Force Automation (Software and Services) for Pharmaceutical Companies</p> <p>Key accounting, Customer Service & Data Center Manager</p> <ul style="list-style-type: none"> ☆ I've built and managed the Pharmony Data Center (located at Consist premises), a Linux/Windows infrastructure with 7 servers, Cisco firewall, HP routers, serving the company's managed applications for about 20 Pharma clients (up to 2000 connections). <p>Management of internal and outsourced systems.</p>
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Occupation or position held • Main activities 	<p>1986 - 2006</p> <p>Consist Srl., Milano.</p> <p>Software Development, Enterprise applications from client/server to web.</p> <p>Consist has been technology partner and VAR for Borland International (since 1991), and for many worldwide software tools companies.</p> <p>Entrepreneur - Managing Partner (major shareholder)</p> <p>General Management, Sales and Business Development</p> <ul style="list-style-type: none"> 👉 Dozen of custom applications delivered on-time and on-budget. Turn over up to 1,2 million €, with 10 employees.
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Occupation or position held • Main activities 	<p>1985</p> <p>AC Nielsen Company, Milano</p> <p>World's leading marketing information company</p> <p>Programmer / Analyst</p> <p>Microcomputer programming, mobile data entry systems development</p>
<ul style="list-style-type: none"> • Dates (from – to) • Employer • Type of business or sector • Occupation or position held • Main activities 	<p>1984 - 1985</p> <p>Siemens Electromedical Systems Division (Siemens Elettra Spa) - Milano</p> <p>Radiology and Imaging Systems</p> <p>Product specialist TAC and RM (DEC Computers)</p> <p>Accounting, proposals, tech support</p>
EDUCATION AND TRAINING	
<ul style="list-style-type: none"> • Dates (from – to) • Name and type of organisation providing education and training • Title of qualification awarded • Principal subjects/occupational skills covered • Dates (from – to) • Name and type of organization 	<p>1975 - 1981</p> <p>Politecnico di Milano</p> <p>Graduate in Mechanical Bioengineering</p> <p>Mathematics, Physics, Mechanics, Electronics, Bioengineering</p> <p>1970 - 1975</p> <p>Liceo Ginnasio "A.Manzoni", Milano</p>



<p>providing education and training</p> <ul style="list-style-type: none"> • Title of qualification awarded • Principal subjects/occupational skills covered <p>PERSONAL SKILLS AND COMPETENCES</p>	<p>Italian Secondary School, Classical Studies</p> <p>Italian, Latin and ancient Greek languages and literatures.</p>
<p>MOTHER TONGUE OTHER LANGUAGES</p> <ul style="list-style-type: none"> • Reading skills • Writing skills • Verbal skills <ul style="list-style-type: none"> • Reading skills • Writing skills • Verbal skills 	<p>ITALIAN</p> <p>ENGLISH (COURSES IN CAMBRIDGE AND OXFORD)</p> <p>Excellent</p> <p>Excellent</p> <p>Excellent</p> <p>FRENCH (COURSES IN LA ROCHELLE)</p> <p>Excellent</p> <p>Excellent</p> <p>Excellent</p>
<p>SOCIAL SKILLS AND COMPETENCES</p>	<p>Management of software development and tech support teams. Strong problem solving.</p> <p>Product and service contracts negotiation, both in Italy and worldwide; agreement of reselling partnerships. Ability to work in/with multinational companies (Siemens, AC Nielsen, Compaq, Nycomed, Es-ko Intl., SystemObjects Corp., etc.).</p>
<p>ORGANISATIONAL SKILLS AND COMPETENCES</p>	<p>Competence on the whole operation of a small IT company (up to 60 people).</p> <p>As a project manager and account, achievement of building and deployment of a software suite for a leading Italian publishing group (L'Espresso). This copes with subscriptions, back numbers, marketing campaigns, conferences, web sites and Web Services interfaces, integrating with other company business administration software.</p>
<p>TECHNICAL SKILLS / COMPETENCES (see my Personal website for details)</p> <p>Operating systems</p> <p>Languages</p> <p>Development Environments</p> <p>Development Tools</p> <p>Databases</p> <p>CMS</p> <p>eCommerce</p> <p>Systems</p> <p>ERP</p> <p>CRM</p> <p>B.I.</p> <p>Graphics</p> <p>CAD</p> <p>Cloud</p>	<p>Teacher in IT trainings (Project Management, Programming Languages, Databases)</p> <p>Technical Journalist and book author.</p> <p>Windows (desktop and server), Linux/Unix, OS/400, Android</p> <p>C, C++, Pascal, Delphi, Java, PHP, HTML – CSS – JavaScript, SQL</p> <p>Microsoft, Borland / Embarcadero, Wavemaker</p> <p>Microsoft Visio, PVCS, GitHub, JIRA, InVision</p> <p>Oracle, MySQL, Microsoft SQL, Interbase, FireBird</p> <p>WordPress</p> <p>PrestaShop, WooCommerce</p> <p>(Custom system developed with my company, in Java, in 1996).</p> <p>Networking architectures, Internet, Web Applications, portals, email, TLC.</p> <p>SAP Business One, SAP R/3 (FI CO and interfaces), Magic-CS</p> <p>Siebel, MS Dynamics, ZohoCRM, Tustena</p> <p>Cloud mail services : Mailchimp, MailerLite, one developed myself in Delphi</p> <p>QlikView</p> <p>Corel PaintShop. SmartDraw for flowcharts.</p> <p>AutoCAD (basic), QCAD (preferred).</p> <p>Google Cloud Platform, Zoho (preferred).</p>
<p>DRIVING LICENCE(S)</p>	<p>Italian licenses for Motorbike (A), Car (B), Boating and Saling.</p> <p>Flight courses.</p>

