



# ANDREA SCIELZO

## RELATIONSHIP MANAGER – BUSINESS DEVELOPER

### Your success is my success

Strong trusted relationships developer, enthusiastic about people, savvy business opportunity identifier, active listener, tailor-made solution provider

### PROFESSIONAL EXPERIENCE:

#### Senior Network Manager (Relationship Manager)

Clearstream Fund Centre AG, Zurich - 04/2022 – 05/2025

- Owner of 50+ fund providers' relationships (AuA CHF 75bn as of 31.12.22)
- Global distribution and service contracts negotiation, operational setup, data management, internal and external reporting, oversight of fee collection, internal and external stakeholders management, SLA negotiations, SME Italian Market, ad-hoc tasks
- Analysis of trends and behaviours for revenue improvements and opportunities (up and cross selling)

#### Non-compete clause

10/2021 - 03/2022

#### Key Account Manager (Senior Product Manager PB)

Allfunds AG / Credit Suisse InvestLab AG, Zurich - 11/2018 - 09/2021

- Owner of 50+ fund providers' relationships (AuA CHF 12bn as of 31.12.18)
- Global distribution and service contracts negotiation, operational setup, data management, internal and external reporting, oversight of fee collection, reconciliations, internal and external stakeholders management, business development
- Initiatives and project related tasks, IT testing management, SLA negotiations, ad-hoc tasks

#### Senior Business Project Manager – Fee Management

Credit Suisse AG, Zurich - 10/2015 - 10/2018

- Processes improvement execution structured products / funds
- Projects, testing and implementation, Sowatec Tools Business Application Owner Deputy - LEAN managed initiatives

### CONTACTS:

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📍 Adliswil - ZH

### ABOUT ME:

Date of birth: 09.05.1981

Place of birth: Ancona (I)

Nationality: Switzerland - Italy

### EDUCATION:

**Master Degree** in Finance, Banking and Insurance – 2000 - 2004

University of Macerata – Italy

**Certified Blockchain Professional**

(CBCP) – (Global Blockchain

Professional (GBP), Blockchain in

Supply Chain Management, Bitcoin

Advanced Level: NTF Fundamentals)

**Mastering the Art of Sales &**

**Business Development** – BZZ

Advisory Sàrls – Luxembourg

**Sales Management Program** – SDA

Bocconi - Italy

S K I L L S :

Languages:

Englisch: C1+  
German: C1+  
Italian: Native

Tools and internal certifications

MS Office package  
DCM, NCS, Recon Frontier, Payweb,  
Citiswift, Flexcube, Host, POFO, Front  
Net, JIRA, Sics-nt, Lifeware, Citrix  
programs, Sowatec - Calculo  
Negotiation Skills - 2019  
New Manager Program - 2012  
Basic knowledge Reinsurance  
Business – 2011  
Time Management – 2009  
Leadership, Communication – 2009

Awards:

Best player / Citigroup – 2008  
Promotion to Senior Service  
Representative – 2009

Hobbies:

Football referee – Regional level  
Cooking

Personal reference:

Mr. Heiko Tilmont +49 17 12 91 82 63  
Head of Distribution Operation  
Europe & Branch Manager –  
Managing Director  
Allianz Global Investors Gmbh  
*“Mr. Andrea Scielzo has played a  
pivotal role in our contractual  
negotiations and business  
enhancement. He demonstrated  
strategic thinking, problem solving  
abilities and a deep understanding  
of the Asset Management  
industry...clear communication,  
savvy collaboration and a result-  
driven approach” -17.02.25*

Project Manager, Asset Management Services

Vontobel AG, Zurich - 04/2014 - 08/2015

- Asset Management Projects focused on structure, processes optimisation, regulatory & compliance topics (Portfolio replication, AIFMD Reporting, ISAE3402, stakeholders / service providers / Vendor management)
- Oversight of dedicated project portfolio, budget responsibility
- Elaboration of concepts, business requirement analysis

Team Leader, Product and Solution Section, Insurance Management Department

Credit Suisse Life & Pensions AG, Zurich - 05/2011 - 03/2014

- Team leadership (4 FTEs), production, analysis, control of reports for stakeholders & fiscal authority
- Operational risk management, cash management (claims, reinsurance relationship, payments), MIS
- Product Management, IT, Asset Management, EAM, foreign subsidiaries cooperation - focus on tax reforms

Senior Technical Accounting – Business Management

Swiss Reinsurance Company, Zurich - 01/2010 - 04/2011

Snr. Service Representative – Income Dept. – Euronext Custody

Citigroup, Dublin, Ireland - 07/2007 - 11/2009

Internal Junior Controller – Trainee

Altana AG, Wesel, Germany – Ascoli Piceno, Italy  
08/2005 - 06/2007