



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:

English: 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