

Simone Colombo

simone.colombo78@gmail.com •

+39 338 4720096 • Mario Giurati Street, 17, 20129, Milan, Italy

Dynamic and result-oriented professional offering significant experience and success in Business Development with a strong understanding of the fundamentals of Project Management with an emphasis on IT products. Possesses a clear understanding of and experience in multiple markets.

Expert ability to analyse, research, and assess profit opportunities and interpret financial and market data. Expert on Microsoft ADR management, Corporate Sales & Account Management and Technical Task operations.

Experienced in working for reputed international clients to define their brand strategy – achieved global media coverage and enhanced ROI. An assertive Manager with proved ability in managing teams and customers, building strong relationships at all levels.

Excellent communication skills; forges and maintains relationships with diverse groups of colleagues, clients, and key stakeholders. Multilingual. Earned MBA in Business Administration degree and BA in Political Economics from esteemed programs.

A self-starter who thrives in fast-paced, collaborative team environments. Committed to continued professional development. Recognised for sound judgment, key decision-making, analytical skills, and strong business/financial acumen. Proactive, resourceful, and respected.

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|------------------------------|-------------------------|----------------------|
| ▪ IT Business Development | ▪ Customer Care | ▪ Lead Generation |
| ▪ Project Management | ▪ Relationship Building | ▪ Technical Tasks |
| ▪ Corporate Sales Management | ▪ Effective Negotiation | ▪ Account Management |

Professional Experience

MICROSOFT • 2015 – Present

SURFACE CHAMP / ACCOUNT MANAGER / TECHNICAL SOLUTION SPECIALIST

- Surface ADR (authorized reseller devices) management: business development and key customers support
- Account Management activities: portfolio business development (135 key customers), business partners coordination, new business opportunities management from IT projects start-up to closure to reach the assigned budget target
- Technical tasks: MS cloud products teleselling and pipeline growth lead generation

ORWELL UNION LTD • 2013 – 2015

OPERATION ASSOCIATE

- Trade support and development
- On-boarding activities: back office operations, internal control, contracts management and help-desk assistance

CREDIT SYSTEM SRL • 2010 - 2012

SALES MANAGER

- Strategic & business planning management with the aim of finalizing settlement agreements
- Legal documents check and analysis

Additional Experience

2008 – 2009: Credit Analyst at Unicredit Leasing Spa
2004 – 2007: Back Office Specialist at UBI Banco di Brescia Spa

Education & Training

MBA in Business Administration
MIP Politecnico of Milan | Milan, Italy | 2012

BA in Political Economics
Sacro Cuore University | Milan, Italy | 2003

High School Diploma
Donatelli High School | Milan, Italy | 1997

Technical Proficiency

Microsoft Windows, Apple iOS, Suite MS Office, CRM, AS400, Aris

Languages

Italian (Native); English (Fluent); French (Intermediate)

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