

## CURRICULUM VITAE



### PERSONAL INFORMATION

Name	<b>VISIOLI ALESSANDRO</b>
Address	<b>VIA F.SALA 13 20092 CINISELLO BALSAMO (MI)</b>
Phone	<b>Mobile: 329.0655985</b>
Fax	
E-mail	<b>a.visioli @ gmail.com</b>
Nationality	Italian
Date of birth	31/08/1981

### JOB EXPERIENCE

- |  |   |
|--|---|
| <ul style="list-style-type: none"><li>•Dates (from - to)</li><li>•Name and address of employer</li><li>•Type of business or sector</li><li>•Type of employment</li><li>•Main activities and responsibilities</li></ul> | <p><b>OCTOBER 2015 TO DATE</b><br/>DELL Technologies Italia (Milan)<br/>Vendor Leader in Information Technologies and Services<br/>Technical Sales Representative, Compute &amp; Networking Channel &amp; Distribution</p> <ul style="list-style-type: none"><li>- Designing and planning Datacenter Solution in heterogeneous environments focus on server, storage and networking</li><li>- Support Distributors and Channel Partners in their sales, stock and knowledge growth</li><li>- Supports Distributors as Speaker during specific events (Datamatic Institute or C&amp;C events)</li></ul>  |
| <ul style="list-style-type: none"><li>•Dates (from - to)</li><li>•Name and address of employer</li><li>•Type of business or sector</li><li>•Type of employment</li><li>•Main activities and responsibilities</li></ul> | <p><b>MAY 2012 - OCTOBER 2015</b><br/>Avnet TS Italy Srl (Italy Srl Magirus until 01/28/2013) - Cinisello Balsamo (MI)<br/>Value Distributore of IT products and services<br/>Pre Sales Team leader – BU Converged Infrastructure</p> <ul style="list-style-type: none"><li>- Activities of pre Sales Consultant EMC technology portfolio (EMC unified storage, DataDomain, Isilon, Networker),</li><li>- Advice to Retailers, driven by growth in technical and commercial EMC product training, project design targeted to the specific needs, exam preparation VAEC, Affiliate Enablement Architect eTechnology</li><li>- Team leader of presales , organization of daily work , managing the relationship with customers and Vendors , internal management of the commercial relationship with colleagues</li></ul> |
| <ul style="list-style-type: none"><li>• Dates (from - to)</li><li>• Name and address of employer</li><li>• Type of business or sector</li><li>• Occupation</li><li>• Main activities and responsibilities</li></ul>    | <p><b>February 2012 - May 2012</b><br/>Ingram Micro Italy - Settala (MI)<br/>Distributor of IT products and services<br/>Technical Pre Sales Value Division CISCO</p> <ul style="list-style-type: none"><li>- Technical presales activities CISCO Networking, VOIP and UCS</li></ul>  |

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## EDUCATION AND TRAINING

- Dates (from - to)
- Name and type of organization providing education and training
  - Qualification

### October 2007 - December 2012

Avnet Technology Solutions Srl - Cusano Milanino (MI)

Value Distributor of IT products and services

Technical Pre Sales Division Open Storage

- Activities presale technical and commercial EMC (Clariion, Celerra, Centera, unified storage, SAB and Networker), Hitachi Data Systems, NetApp, CA, Quantum, Qlogic and Emulex
- Advice to Retailers, driven by growth in technical and commercial EMC product training, project design targeted to the specific needs

### May 2005 - October 2007

Esprinet Spa - Nova Milanese (MB)

Distributor of IT products and services

Pre Sales Support

- Technical presales activities-IBM System x server / storage / backup, Computer Associates ARCserve Backup, Oracle Database, ACER server / storage, Microsoft Licensing, Symantec Security, IBM Tivoli Storage Manager
- Project manager of maintenance contracts IBM Service Suite
- Project Manager EspriDoc, technical structure of classrooms preparation courses

### March 2002 - April 2005

COAS Italy Spa - Ghemme (NO)

Supplier of computer support services

Technical hardware / software onsite and traveling

- Assistance activities, installation and support of new workstations, printers, servers and accessories so traveling from end users in northern Italy as Insurance and Banks (Banca Intesa, Mutua Assicurazioni Generali)
- Technical onsite at the RAI Corso Sempione and Spa Cartasi as head of the installed base of servers and

### September 2001 - February 2002

MET Sogeda Spa - Milan

Service provider of computer technical support

Work experience as a technical hardware / software

- Assistance activities, installation and support of new workstations, printers, servers and accessories taken as final reality Banking and Insurance

### 1995/2001

I.T.I.S. Spinelli - Sesto San Giovanni (MI)

Diploma in Information Technology



**PERSONAL SKILLS AND  
COMPETENCES**

MOTHER TONGUE

ITALIAN

ADDITIONAL LANGUAGE

ENGLISH

- Reading skills
- Writing skills
- Verbal skills

GOOD

GOOD

SUFFICIENT

**TECHNICAL SKILLS AND  
COMPETENCES**

**2010 - CERTIFIED EMC PROVEN PROFESSIONAL - EMC SE ACCREDITATION**  
**2010 - CERTIFIED EMC TECHNOLOGY ARCHITECT - EMCTA EMC CLARIION SOLUTIONS SPECIALIST**  
**2010 - CERTIFIED EMC TECHNOLOGY ARCHITECT - EMCTA BACKUP AND RECOVERY - EMC NETWORKER SPECIALIST**  
**2011-CERTIFIED EMC TECHNOLOGY ARCHITECT - EMCTA VELOCITY SYSTEMS ENGINEER DEVELOPMENT CONSOLIDATED EMC**  
**2011 - CERTIFIED EMC TECHNOLOGY ARCHITECT - EMCTA VELOCITY SYSTEMS DEVELOPMENT ENGINEER EMC BACKUP & RECOVERY**  
**2012 - ISILON CERTIFIED ASSOCIATE SE**  
**2012 - ISILON ADVANCED SALES ACCREDITATION**  
**2013 - CISCO SALES SPECIALIST FOR UNIFIED COMPUTING TECHNOLOGY**  
**2013 - SALES ACCREDITATION : Consolidate and BRS Sales Prcess**  
**2013 - VSE CONSOLIDATE – PreSales Process**  
**2013 - TECHNOLOGY ARCHITECT, Isilon Infrastructure Specialist (EMCTA)**  
**2013 – TECHNOLOGY ARCHITECT, VNX Specialist**

DRIVING LICENSE

Driving license A + B