Marco **Visin**

TECHNOLOGY MANAGER | ENTREPRENEUR | EXECUTIVE MASTER OF BUSINESS ADMINISTRATION

Lugano - Switzerland

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Personal Profile

I am a highly passionate nerd, and results-driven technology leader with 7+ years of experience in driving strategic initiatives, implementing innovative solutions, and building high-performing Teams.

As a manager, I am always looking for combining technical excellence with an attractive and functional product, to maximise the customer satisfaction.

I have always had a passion for entrepreneurship and startups, and in recent months I have had the opportunity to try my hand at these fascinating realities.

During my career I have been able to work not only in tech areas but also in finance, privacy and cybersecurity.

Experience

Rieter   *Winterthur, CH*

Rieter AG is a leading supplier of systems for short-staple fiber spinning, providing solutions and services across the entire textile value chain. The company specializes in machinery and technology for spinning preparation, spinning, and downstream processes to enhance efficiency and quality in textile production.

HEAD OF DEVELOPMENT   *2024 - present*

- Lead a global team of 40 developers across the Czech Republic, Switzerland, and India, ensuring seamless collaboration and high-quality output.
- Spearhead the digital transformation of Rieter, implementing innovative solutions to enhance machine functionality, streamline maintenance processes, and optimize operational efficiency.
- Collaborate with cross-functional teams to align digitalization efforts with business goals and customer needs, fostering a culture of continuous improvement and innovation.
- Manage budget for the whole department, including monthly and yearly forecasts and allocation.

Aiones   *Vienna, AT*

Aiones revolutionizes how companies approach process discovery and design, making it as straightforward as a conversation

CO-FOUNDER & CTO   *2024*

- Partecipating the BoldBrain challenge for innovative startups
- Co-create and drive the technological vision for aiones
- Professionalise the development, introducing Agile methodologies and CI/CD principles
- Initiate and oversee a private beta test to validate and iterate on the product
- Scale the technology infrastructure to support user testing and subsequent product launches
- Contribute to planning and preparation for initial funding round

ID Modular   *Lugano, CH*

ID Modular is a startup aiming to create a new low-code/no-code platform in the digital identity world. Our goal is to make the Know Your Business / Customer (KYC / KYB) process creation extremely easy and affordable for other startups which need it. Even changing it later on would be as complex as a few clicks.

CO-FOUNDER & CEO   *2023*

- Formulating and controlling the Business Plan execution
- Leading the Fundraising activities
- Providing technical guidance for the software development

bexio AG   *Rapperswil, CH*

bexio is a Swiss market leader for cloud-based business software for small companies. Bexio software is now used by over 50'000 companies.

HEAD OF TECHNOLOGY   *2022 - 2023*

- Led SRE Team towards GitOps including taking ownership of the infrastructure used by 50K+ Customers during the first 6 months
- Introduced Quality Assurance Team to the Shift-Left concepts and helped coaching test culture across 5+ development Teams
- Created the Architecture Team from scratch, to ensure long-term platform sustainability and cost optimization
- Updated and optimised the platform stack, cutting 10% of the recurring costs
- Directed near-shoring Teams counting 10+ people in 3 different countries

e-globe solutions AG *Lugano, CH*

e-globe solutions is a software company based in Bern, delivering custom IT solutions and integrations for the Fiber Optics market. Recently, it entered the SaaS world with "godoo", an orchestration tool for business workflows.

HEAD OF DEVELOPMENT *2017 - 2022*

- Led the Development Team, counting 12 specialists from Junior to Senior level
- Led the whole Lugano branch office, reporting directly to the CEO
- Become Scrum Product Owner of the company's main product, worth 60% of the total revenues
- Managed internal and external stakeholders to win funds totaling 5 MCHF
- Directed feedback process, including periodical performance evaluations and salary reviews
- Migrated on site services to AWS Cloud, to get a 20% development cost reduction by December 2021
- Developed automation tools to increase the Team productivity by 15% in two years

SOLUTION ARCHITECT *2015 - 2017*

- Designed and implemented a business workflow orchestration platform from scratch using React / .NET Core / Java / MySQL stack
- Implemented microservice Docker-based infrastructure, cutting the downtime by 50% over the first year
- Maintained Customer relationships, including Change Requests negotiations

SOFTWARE DEVELOPER *2014 - 2015*

- Developed real time bidirectional platform integrations with external systems (WSG, ALEX, CRM, Customer Portals and Workforce Management Tools) using C# / .NET Framework technologies
- Designed REST Web API using both RAML and Swagger (OpenAPI) standards
- Implemented CI/CD infrastructure based on GitLab and Jenkins

Personal projects

Naviigo *Lugano - CH*

A SaaS platform for innovating the boat rental process

CO-FOUNDER *2020 - 2022*

As a co-founder, my main responsibilities are in the funding management. In particular, I take the responsibility of finding new investors and managing stakeholders expectations

Education

SDA Bocconi School of Management *Milano, IT*

EXECUTIVE MASTER OF BUSINESS ADMINISTRATION (MBA) *2022 - 2024*

Politecnico di Milano *Milano, IT*

MASTER OF SCIENCE IN TELECOMUNICATION ENGINEERING *2011 - 2013*

Politecnico di Milano *Milano, IT*

BACHELOR OF SCIENCE IN TELECOMUNICATION ENGINEERING *2008 - 2011*

Accomplishments

Optness Institution

SCRUM MASTER CERTIFICATION *(June 2024)*

Certified ScrumMaster (CSM), adept in agile project management and fostering cross-functional team collaboration to drive successful project deliveries.

Optness Institution

LEAN SIX SIGMA - BLACK BELT CERTIFICATION *(June 2024)*

Certified Lean Six Sigma Black Belt, skilled in advanced process improvement techniques and data-driven management strategies for optimal operational efficiency.

Frankfurt School of Finance & Management *Frankfurt - DE*

A WORLD OF FINANCE: GLOBAL ECONOMY, MARKETS AND INSTITUTIONS *2023*

Deep dive in international finance, lectured by professors from the Frankfurt School of Finance and the European Central Bank - ECB

SDA Bocconi School of Management *Milano - IT*

SCHOLARSHIP *2022*

Selected for the SDA Bocconi School of Management scholarship, to partially cover the Executive MBA tuition fee.

SDA Bocconi School of Management *Milano - IT*

CLASS LEADER *2022 - 2023*

Point of reference for didactics and classroom interaction with faculty.

Languages

Italian   Native
English   (C1) - Fluent
German   (B1) - Intermediate

Programming Skills

Languages   Java · JavaScript · C# · .NET · Python · Bash
Frameworks   Agile · Scrum · Kanban · Spring Boot · React · Docker · AWS

Interests

Informatics · Finance · Security & Privacy · Photography · Sailing · Skiing · Hiking · Motor-sports · Cooking · Wine Tastings