

# Marco Visin

TECH LEAD | ENTREPRENEUR | EMBA CANDIDATE 2024

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

### 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

<b>SDA Bocconi School of Management</b> EXECUTIVE MBA	Milano, IT 2022 - 2024
<b>Politecnico di Milano</b> MASTER OF SCIENCE IN TELECOMUNICATION ENGINEERING	Milano, IT 2011 - 2013
<b>Politecnico di Milano</b> BACHELOR OF SCIENCE IN TELECOMUNICATION ENGINEERING	Milano, IT 2008 - 2011

# Accomplishments

<b>Frankfurt School of Finance &amp; Management</b> A WORLD OF FINANCE: GLOBAL ECONOMY, MARKETS AND INSTITUTIONS Deep dive in international finance, lectured by professors from the Frankfurt School of Finance and the European Central Bank - ECB	Frankfurt - DE 2023
<b>SDA Bocconi School of Management</b> SCHOLARSHIP Selected for the SDA Bocconi School of Management scholarship, to partially cover the Executive MBA tuition fee.	Milano - IT 2022
<b>SDA Bocconi School of Management</b> CLASS LEADER Point of reference for didactics and classroom interaction with faculty.	Milano - IT 2022 - 2023

# Languages

<b>Italian</b>	Native
<b>English</b>	Fluent
<b>German</b>	Intermediate

# Programming Skills

Languages

Frameworks

Java

JavaScript

C#

.NET

Python

Bash

Agile

Scrum

Kanban

Spring Boot

React

Docker

AWS

# Interests

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