Daniele D'Agnelli

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DIGITAL TRANSFORMATION | ARTIFICIAL INTELLIGENCE | SOFTWARE ENGINEERING

Summary

Director with 15 years of experience leading digital transformation initiatives across Manufacturing, Telecommunications, Financial Services, and Aerospace and Defence. Delivered AI-driven solutions that address complex business challenges and unlock measurable value. Directed globally distributed teams managing budgets exceeding $15M to implement strategic solutions while cultivating strong, trust-based client relationships. Successful in surpassing adoption targets, elevating customer satisfaction, and ensuring high-quality outcomes. Strong expertise in Machine Learning, Software Engineering, Solution Architecture, and Cloud Engineering. Invested in continuous learning to maintain working knowledge of emerging technologies, recently earning a GCHQ-certified MSc in Cybersecurity (2023).

Experience

C3 AI — London, United Kingdom
Director — *August 2021 – Present*

Directing post-sales engagements, overseeing AI applications implementation, scaling, and adoption, defining use cases and success metrics, coordinating cross-functional teams, and ensuring successful delivery with measurable economic value and high customer satisfaction.

- Directed a $15M programme across all Business Units and Partners, reporting to the Global Vice President.
- Directed global rollout of a CEO-sponsored AI-enabled Predictive Maintenance solution for a Swiss manufacturer of building materials, serving over 100 plants and 2,000 users, while achieving $10M in savings ahead of schedule.
- Directed Generative AI (RAG) capabilities rollout for structured and unstructured data retrieval.
- Collaborated with cross-functional teams, including Product and Sales, to develop value-driven use cases and translated into functional and technical requirements, detailed specifications, and actionable project plans.
- Defined project scope, requirements, timelines, and success metrics, emphasising customer self-sufficiency.
- Directed project governance activities, including planning, weekly reviews, cross-functional meetings, and executive status reporting, ensuring alignment and transparency throughout the project lifecycle.
- Directed all implementation activities, leading a team of 20+ professionals across Application Development, Data Integration, Data Science, QA, and DevOps, ensuring on-time and successful delivery.
- Established trusted advisor relationships with clients, achieving high level of customer satisfaction (CSAT), demonstrated through NPS score regularly above 70.

Deloitte — London, United Kingdom
Manager — *October 2018 – July 2021*

Consulting Manager leading projects across diverse industries, utilising both Agile and Waterfall methodologies.

- Grew UK's Anaplan practice from inception to a team of over 25 practitioners, reporting directly to the Partner.
- Led Financial Planning and Transfer Pricing projects across 7 business units for a British telecommunications company.
- Designed the strategic Data Architecture for a major American Bank underpinning the experience of 75,000 employees.
- Designed the strategic Financial Planning system for a UK-based Investment Management company with AUM £170.3B.
- Managed pre-sales and sales, including RFP responses, business case and SOW development, and publishing case studies.
- Developed industry-specific accelerators to strengthen and streamline the Go-To-Market strategy.

Accenture — London, United Kingdom
Management Consultant — *April 2017 – September 2018*

Design Lead of a Business Forecasting and Planning solution for a British multinational Aerospace and Defence company.

Codec — Dublin, Ireland
Senior Consultant — *January 2015 – March 2017*

Accenture — Milan, Italy
Software Engineer — *April 2012 – December 2014*

Education

Abertay University — Dundee, UK
Master of Science — Cybersecurity (Distinction)

University of Bari Aldo Moro — Bari, Italy
Bachelor of Science — Computer Science

Skills

Certifications: Prince2 Practitioner

Languages: Fluent in English and Italian (native)