Gino Tesei
MBA PMP CISA

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SUMMARY

- **9+ years** of experience in **managing challenging projects and leading high-performing teams**: search/shopping/photo-album applications in Italy N. 1 web portal, financial/stock market applications in Banking industry, Enterprise Integration projects in Luxury goods
- **5+ years** of experience in **Process Management** in Banking/Private Equity/Luxury goods
- **5+ years** of experience in the **Banking and Private Equity industry**, promoted to **Head of Organization and IT** of a Private Equity firm
- Strong **modeling and forecasting** background (Excel), **planning** (Project) and **presentation** (PowerPoint) **skills**
- **8+ years** of experience in **Enterprise Application Integration projects**: CORBA/SOAs in banking domain, EDI/SAP Connectors/XML based solutions in Luxury goods
- **10+ years** of **programming experience (deep experience on Open Source projects):** Java, PHP, Ruby, Python, R, Bash/Sh, HTML, XML, JavaScript, JSON, Oracle, MySql, SQL Server, Matlab, Octave, SAS
- **Machine Learning**: supervised learning (parametric/non-parametric algorithms, support vector machines, kernels, neural networks), unsupervised learning (clustering, dimensionality reduction, recommender systems, deep learning) - Here there's the link to **my Kaggle profile showing some data analysis challenges I participated in** (selected: 8th/504 in American Epilepsy Society Seizure Prediction Challenge)
- **Education**
  - **M.B.A.** at **SDA Bocconi School of Management**
  - **Master of Science** (*cum laude*) in **Engineering of Computing Systems** at **Polytechnic University of Milan**
- **Certifications**
  - **PMP –** Project Management Professional (cert. auth. **PMI**)
  - **CISA** – Certified Information System Auditor (cert. auth. **ISACA**)
  - Coursera (Data Analysis and Machine Learning)

EXPERIENCE

BRANDART

(Luxury Packaging - €47mln net sales in 2014[1]; Milan area)

May 2011 – Present

Head of Information Systems, Process Management & Controlling

- **Reports to and helps CEO** to boost net sales (+75% in 4 years) thanks to successful integration projects with top clients and lunching new services (e.g. e-procurement)
- **Designed the NEW Enterprise Information System Architecture** based on SAP (SD/FI-CO/MM/PS)
- **Managed** the **project team** in charge of acquiring **SAP**
- **Managed** the **project team** in charge of implementing e-procurement solutions
- **Supported CEO business decisions** with business planning, financial modeling, multi-year budgeting and forecasting
- **Designed the NEW controlling architecture and cost centers' structure**. Defined and measured KGI/KPI for financial performance/customer profitability/organizational process performance
- **Performed process analysis and reengineered organizational processes** (Pre-Sales / Sales / New Product Development / Operations / Logistics / Customer Care). Designed NEW organizational structure

EURINVEST SGR – Private Equity

(Private Equity and Real Estate funds; Milan area)

June 2008 – April 2011

Head of Organization and Information Technology

- **Reported to CEO**, **defined organizational processes** (Financial Planning & Control, Investment/Disinvestment, Net Asset Value Calculation, Investor Relationship, etc.) and **managed cross functional organizational projects with LOB/directors**
- **Responsible of IT processes** of **Service Design** (Service Level

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[1] Brandart net sales grew up from 26.9 (millions of Euro) in 2010 to 47.1 in 2014 (+75%)

Management, Availability Management, Information Security Management), **Service Transition** (Change Management, Service Validation & Testing), **Service Operation** (Incident Management, Problem Management)

- **Performed Operational Due Diligence on target companies**

MATRIX – TELECOM ITALIA GROUP

(N.1 Italy web portal, Telecom Italia Group; Milan area)

Principal Security Evangelist	*Nov. 2007 – June 2008*

- **Reported to CTO**; analyzed and reengineered the new product development process of the N.1 Italy web portal in order to implement **corporate polices of application security**

Team Leader	*Nov. 2005 – Nov. 2007*

- **Main experiences**
  - **Reported to CTO**
  - **Gathered product requirements**, **designed architecture** and technology solutions, **coordinated project teams**: set team goals, estimated and planned efforts, assigned tasks and reviewed team products from team members
  - **Coordinated activities of outsourcing companies**: designed architecture integration solutions, estimated and planned efforts, managed project integration crisis
- **Main projects**
  - **Virgilio Fotoalbum**: Integration of all Telecom Italia photo-album platforms into one only; 2007 highest budget and most innovative Virgilio project; 100.000+ final users; coordinated 20+ people (colleagues, from other Telecom Italia group companies, consultants)
  - **Virgilio Widget**: 2006 Virgilio most innovative product. Managed 10+ people (colleagues, external consultants); designed technological architecture

Senior Software Architect	*July 2004 – Nov 2005*

- **Virgilio News**: designed architecture and managed project team of news search engine; reduced news freshness (elapsed time between news receipt from agencies and on-line publication) from 35 minutes to 1 minute. Managed a team of two people.
- **Virgilio Shopping**: reengineered Virgilio e-commerce product search engine. Managed a team of two people.

ALTRAN	*May 2002 – June 2004*

(Organizational and IT Consulting, multinational French group; Milan area)

Senior Consultant

- Client: **Giorgio Armani**
- Gathered requirements, designed and developed a SOA in order to integrate information flows of orders/confirmations/shipments/invoices among Headquarters (Milan) and 65+ global agents/distributors. The system enabled HQ to monitor sales of global agents/distributors weekly with a fine level of granularity
- Applied Technologies: **Java, Servlet, JSP, JDBC, XML/DOM, ORACLE, AS400, PL/SQL, Ruby**

Consultant

- Client: **Deutsche Bank**
- Designed and developed web based phone-banking and trading-on-line applications
- Applied Technologies: **CORBA, Java EE, Java, Servlet, JSP, Swing, JDBC, XML/DOM, CORBA**

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EPTA SIM (after acquired by **Webank**)

(Stock trading company; Milan area)

July 2001 – May 2002

Lead Developer: **Designed and developed the server side part of Italy N. 2 trading-on-line Italian platform**; after a performance tuning project, executed orders grew up from 3.700 per day to 5.000+ per day.

Applied Technologies: **Java, Servlet, JSP, JDBC, XML/DOM, Oracle, Apache Jakarta Velocity, Apache Jakarta Turbine, JMX, Vignette**

PONTON CONSULTING

(German IT consulting company; Milan area)

Sep. 2000 – July 2001

Software Engineer: Participated at the European Commission financed eLegal project. Published papers on conferences and books**.**

EDUCATION

- **M.B.A.** - Master of Business Administration – **SDA Bocconi School of Management**[2] - Concentration: General Management

  Sept. 2007 – Feb. 2009

- **Master of Science** - **Engineering of Computing Systems** - **Polytechnic University of Milan** - Graduated with first class honors (**100/100 «cum laude»**); dissertation titled "*Multicast Multistage Interconnection Networks"* broadly published

  Sept.1993 – July 2000

CERTIFICATIONS

- **PMP** – **Project Management Professional** – (cert. auth. **PMI**, license 1797979)
- **CISA** - **Certified Information Systems Auditor** – (cert. auth. **ISACA**, license 15121152)

MOOCs (Massive Open On Line Courses)

- **Machine Learning**: Stanford University through coursera.com, earned certificate with the score of 100%.
- **Social Network Analysis**: University of Michigan through coursera.com, earned certificate with distinction.
- **Introduction to Data Science**: University of Washington through coursera.com, earned certificate with distinction.
- **Web Intelligence and Big Data**: Indian Institute of Technology Delhi through coursera.com, earned certificate with distinction.

SELECTED PUBLICATIONS

- **From my MS dissertation**
  - Gino Tesei, Achille Pattavina, **Nonblocking conditions of multicast three-stage interconnection networks**, **Networks**, Wiley Periodicals, Volume 46 , Issue 4 (December 2005)
  - Gino Tesei, Achille Pattavina, **Modelling the blocking behaviour of multicast Clos networks**, Proc. of **IEEE INFOCOM** 2003 San Francisco, CA, Mar. 2003
  - Gino Tesei, Achille Pattavina, **Multicast nonblocking switching networks**, **IEEE Transactions on Communications**, Volume 50, Number 8, August 2002

- **From (European Commission financed) eLegal project**
  - Gino Tesei, *Electronic Contracting in the Construction Industry*, E-business and E-work Conference, Venice, Italy, Oct. 2001
  - M. Merz, G. Tesei, G. Tanzi, T. Hassan, **Electronic Contracting in the Construction Industry**, Conference Proceedings of Cheshire Henbury, Section 1.8: Law Security, Trust and Confidence, 2001; after publish in *E-work and E-commerce: Novel Solutions and Practices for a Global Networked Economy*
  - Merz, M., Tesei, G., Tanzi, G. and Hassan, T. (2002), *Electronic Contracting in the Construction Industry*, Proceedings of the eBusiness and eWork Conference, Prague, Czech Republic, IOS Press, Amsterdam, pp. 595-601, ISBN 1 58603 284 4

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[2] **SDA Bocconi School of Management** is placed **26th** in the **Financial Times Global MBA Ranking 2015**

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- **Other**
  - Gino Tesei, **Boost Tomcat performance for static content**, **Java World**, Feb. 2005
  - Gino Tesei, **Developing Web Services with Apache Axis**, **Webbit** conf. (in Italian)

ADDITIONAL

- Languages: Italian (mother tongue); English (fluent); French (basic)
- **Open source**: Founder of the open source project *PippoProxy* (a 100 percent pure Java HTTP proxy designed/implemented for Tomcat that can be used instead of standard Apache-Tomcat solutions);
  - my article on **Java World**: *Boost Tomcat performance for static content*
  - my project home page on **SourceForge**
- **Referee** for **IEEE** **Transactions on Communications** for Multicast Switching Networks (my MS dissertation argument); selected papers: 1, 2, 3.
- **GitHub profile** showing some open (and proprietary) projects I founded
- **Kaggle profile** showing some data analysis challenges I participated in(selected: 8th/504 in American Epilepsy Society Seizure Prediction Challenge)
- **Blog**

REFERENCES provided upon request