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Gino Tesei

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Dear <Courtesy> <Last Name>:

I recognize that the companies you invest in usually handle their own hiring needs. That’s why I’m not writing to you for a job. Instead, I’m writing to quickly introduce myself as a bottom-line and ROI-conscious IT Project manager, and to ask if you might be able to offer a referral or an introduction, perhaps to some of the decision-makers within your portfolio companies. Even if you don’t know of an open position, with the job market as competitive as it is, I am simply seeking to expand my network and talk to as many business and IT leaders as I can. Any advice or referrals will be deeply appreciated.

In comparison to the vast majority of IT professionals and managers, I am differentiated by a value proposition that is in great demand these days: the proven ability to provide and leverage “big-picture” perspective that allows me to align IT capabilities with business needs to serve as the crucial backbone to an organization and enable achievement of strategic business goals. How do I do this? Simply put, my credentials include a master of business administration coupled with more than 7 hands-on technical certifications and credentials, and all put into practice during 15 years of progressive IT leadership in corporate, retail, luxury, large scale web portals, banking and private equity settings.

Of course, all the credentials in the world mean nothing if I’m not able to put them into practical use in order to drive results. In that too, I excel, and have been particularly valued for my problem-solving and change leadership capabilities, and my contributions from both strategic and tactical standpoints.

For example, I have overhauled and totally reorganized and optimized organizational and IT processes for a luxury goods organization boosting net sales of +75% in the past 4 years. The main drivers of such a growth was the operative processes reorganization and the improvement of customer touch points. When I was hired the company had a good customer portfolio with the very best global brands in fashion but it had major organizational problems in scaling volumes due to inefficient organizational processes and fragmented information systems. There were 3 separate information systems for presales processes, order-to-cash processes and administrative processes. Hence, a new SAP based enterprise information system project started in order to integrate all previous ISs defining a new controlling architecture and cost centers' structure. I was the project manager creating the WBS based on requirements and constraints. I conducted and controlled procurements. During execution and controlling, I was responsible for obtaining and managing resources, monitoring project costs, managing CRs, communicating project status. In the closing, I closed procurements and managed final acceptance from k-users and knowledge transfer to organizational functions. Thanks to the new system I could define and measure KGIs/KPIs for financial performance / customer profitability / organizational process performance. The other driver of such a growth was the improvement of customer touch points realizing, for top fashion brands with a network of proprietary or franchised supply chains and retail stores, an e-procurement platform enabling brands’ retail stores to order materials directly to us speeding up dramatically the delivery process, typically not well planned in the fashion industry.

I’m confident that given the opportunity, I produce similar results for my next employer. Again, if you have any advice or could point me in the direction of someone I should talk with, I will be greatly appreciative. I’ve enclosed me résumé. If you feel it is appropriate to pass it along, please don’t hesitate to do so.

Thanks, and please feel free to contact me if you have any questions.

Sincerely,

Gino Tesei