

Mario Mazzola

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ABOUT ME:

self-taught programmer, startupper, blockchain developer, coder for fun and for profit.

WORK EXPERIENCES:

(From Oct 2022) Consular Correspondent at the Italian Embassy in La Habana (Holguin, Cuba).

Honorary role which consists of representing the embassy in the Eastern part of Cuba in situations of emergency.

(From Sep 2019) Freelance Blockchain Developer (Remote).

Due to the visibility and experience gained through Qbita, I had the chance to develop blockchain technology (mainly Bitcoin and EVM compatible chains) for various customers, ranging from NFTs to escrow services. I integrated blockchain functionalities with **NODE.JS, VUE, FLUTTER and FIREBASE.**

(From Aug 2018-Jul 2021) Founder and Developer at Qbita.org (Holguin, Cuba).

The project started as a simple BTC wallet, coded for learning purposes.

But in April 2019 it was turned into a Bitcoin Peer 2 Peer exchange, which allowed Cubans to gain access to financial service in spite of the US Embargo, while protecting themselves from rampant inflation during the Covid-19 lock-down. Security of transactions was ensured through the multiSig technology, which is embedded in the BTC protocol.

At the time of flipping the exchange, the service had over 20k users which had exchanged over 2M USD in Bitcoin.

Tech Stack: VUE + NODE.JS + MongoDB

(From Jan 2014-Feb 2018) Founder and Developer at YourCasaParticular.com (Holguin, Cuba).

As Cuba was enjoying a period of massive growth in tourism, I founded, coded and ran a platform of vacation rentals in Cuba, when AirBNB was not a thing in the country. The business, at its peak, was handling over a 1000 bookings per month.

Tech Stack: PHP + JS + MySQL.

(July 2010-May 2013) Data Centre Product Sales Specialist at Cisco Systems s.r.l. (Rome and Rome, Italy).

My goal is to drive sales of Data Centre technologies in Southern Italy both acting directly on SMB customers and enabling partners. My responsibilities include: spreading knowledge of Cisco Data Centre technology, processes and promotions across channels; pitching Cisco DC solutions to partners; delivering presentations at fairs; sales forecasting to Cisco directors. Achieved 101% of the plan last Fiscal Year.

(July 2009/July 2010) Inside Sales Account Manager at Cisco Systems s.r.l. (Milan, Italy).

I managed 126 customers in the financial sector carrying a challenging sales quota under hostile market conditions. Achieved 113% of my target. Responsible for managing the whole sales process coordinating the whole account team. Delivery of weekly-monthly-quarterly-yearly sales forecasts.

(July 2008/July 2009) Associate Sales Representative at Cisco Systems B.V. (Amsterdam, Holland).

Received training about sales techniques and products in a highly international and multicultural environment, while supporting field sales organization with back office tasks and managing a limited number of customers over the phone.

EDUCATION:

(Sept 2006 / Sept 2007) MSc in Marketing at the Manchester Business School. Courses in Marketing Fundamentals, Statistics, New Product Development, Service Marketing, Retail Marketing and Consumer Behaviour were part of the programme. Final result: awarded with merit (11/12/2007).

(Sept 2000 / Feb 2006) BA in Science of Communication at the University of Perugia (Italy). I took exams from different academic areas such as sociology, business and media. Final result: first class honor degree with distinction (110/110 cum laude).

(Sept 2004 / Jun 2005) Erasmus exchange programme. I spent 3 terms at the University of Sussex.