

## PERSONAL INFORMATION

## Nicolas Malvasio



📍 823, Lima Street, Córdoba, 5000, Argentina  
☎ +54 - 0351 - 4206495 📠 +54 - 9351 - 3222280  
✉ [nmalva@hotmail.com](mailto:nmalva@hotmail.com)  
🌐 [ar.linkedin.com/in/nicolas-malvasio-8b930317](https://ar.linkedin.com/in/nicolas-malvasio-8b930317)  
💬 Skype: nmalva

Sex Male | Date of birth 28/03/1986 | Nationality Argentinian/Italian

## PROFILE

I am a proactive and entrepreneur person, looking for developing new projects all time. In my actual job, I am focused in developing business technology solutions, making use of my engineering and commercial training. My strength is based on the needs assessment of the business, offering new solutions with a consultant approach. I have sold projects of Telemetry, PABX systems, Emergency; own card validation systems, Data Center, Wi-Fi, Multihoming, among others. As a personal project I am developing Warasolutions oriented to software developing.

## WORK EXPERIENCE

(2014 - today)

## Owner of Warasolutions

Warasolutions ([www.warasolutions.com](http://www.warasolutions.com))

Responsible for developing and sale software solutions. We put in practice a SaaS model (software as a service) selling standardized solutions, in which the clients pay per use a month fee. Our solutions are hosted in the cloud looking for high standard of service.

Some of the developed solutions are:

- WaraHotel: integral platform for Hotel Administration. More than 40 Hotel are registered in the system.
- WaraExam: platform used to administrate English registration exams of Cambridge for Platinum Centres (More than 300 institutions).
- WaraEstudio: platform used to administrate lawsuits (2 clients).

Software Solutions Development and sale of software as a service

(2012 - today)

## Account Executive ICT-DC Mediterranean Region

Telecom Argentina ([institucional.telecom.com.ar](http://institucional.telecom.com.ar))

Responsible for design and commercialize custom ICT (information Communication and Technology) solutions for large customers. Upon detection of a business opportunity, I lead the design and integration of different suppliers to offer a turnkey solution to the end customer. Some projects sold:

- 2014 Telemetry in large clients for a gas distribution company (USD 160.000)
- 2014 Communication for government institutions (USD 790.000)
- 2015 Card Payment System for a Retail (USD 155.000)
- 2015 911 Emergency system for a government (USD 84.000)
- 2015 Data Center for a security company (USD 250.000)

Some Awards:

- 2014 – 2nd place “Best account Planning”. Second place over more than 50 presentations.
- 2015 – “Gold Distinction GGCC 2015”. Recognition granted by the company for performance in Large Clients area between 300 other employees.

Telecommunications Account Manager ICT & DC Large Customers (Private and Government)

**(2012 - 2012) Product Development**

Cisgroup Latinoamerica ([www.cisgrouppla.com/en](http://www.cisgrouppla.com/en))

A was in charge of developing new commercial products. My role was to identify products for telecommunication industry from international suppliers, import samples and work on economic and business models to make available the selling to the account executives

Telecommunications Product Developer

**(2011 - 2012) Android Developer**

Ar Consultores ([www.arconsultores.com.ar/ing/index.html](http://www.arconsultores.com.ar/ing/index.html))

My role was to investigate the Android platform to perform different applications. I have developed the following applications:

- KirbyJuggle: kids game 7000 downloads.
- Bubble: kids game
- Share: an app to share positioning and information with people inside an enterprise

Software Development Android Developer

**(2009 - 2012) Owner Com-tech/Segurade**

Com-tech ([www.com-tech.com.ar](http://www.com-tech.com.ar))

We were dedicated to the maintenance of computer networks, hardware sales and installation of CCTV.

Telecommunications/Hardware Maintenance and commercialization

**(2008 - 2009) Researcher**

Instituto Universitario Aeronáutico (<http://www.iaa.edu.ar/>)

I had won a research grant to investigate the indoor propagation waves for Wi-Fi connections and modelling with Cost wall 231.

Telecommunications Research

## EDUCATION AND TRAINING

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**(2011 - 2014) MBA (Master Business Administration)**

National University of Cordoba Argentina ([www.graduados.eco.unc.edu.ar](http://www.graduados.eco.unc.edu.ar))

- Investment Analysis
- Human Resources Management
- Marketing
- Operational Finance
- Economy
- Among others 19 subjects.

**(2004 - 2009) Telecommunication Engineering**

Instituto Universitario Aeronautico

- Electronic
- Network
- Antenna
- Transmission Means
- Among other 53 subjects

## PERSONAL SKILLS

Mother tongue(s) Spanish

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	B2	B2	B2	B2
Toefl Exam (86 Points) * → Speaking (23), Reading (19), Listening (24) Writing(20) *Source: <a href="https://www.ets.org/toefl/institutions/scores/compare/">https://www.ets.org/toefl/institutions/scores/compare/</a>					
CCUSA Work Experience (5 Month Living and working in US)					
Italian	A1	A1	A1	A1	A1
Replace with name of language certificate. Enter level if known.					
Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user <a href="#">Common European Framework of Reference for Languages</a>					

## Communication skills

- Good communication skills gained through my experience as sales executive
- Good presenter. Skill gained presenting in workshops and conferences as a sales executive

## Organisational / managerial skills

- Leadership. I have coordinated teamwork to achieve the objectives in many projects
- Negotiation of resources inside the company to a specific project

## Job-related skills

- Innovation. In all jobs in which I have worked I have had to explore new technologies and develop new solutions
- Projection. I participate in the conformation of the strategy for achieving the annual targets

## Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Independent user	Proficient User

Levels: Basic user - Independent user - Proficient user  
[Digital competences - Self-assessment grid](#)

- Programation and Data Base I – Instituto Cervantes (40 hs.)
- Programation and Data Base II – Instituto Cervantes (40 hs.)
- Programador en Visual Basic – Ecta (60 hs.)
- Unix Solaris – Capacitación IT (48 hs.)
- PHP con MYSQL & AJAX – (60 hs.)

- Good command of office suite (word processor, spread sheet, presentation software)
- Good command of photo editing gained as a amateur designed in web projects
- Good command of MS Project used in the programming of time involved in each task of a project
- Good command of PHP, Mysql, Html, Javascript, Visual Basic, linux gained as a developer in different courses a used in the programming of solutions in Warasolution.

## ADDITIONAL INFORMATION

## Membership

- OAJNU. Participant of the V model of United Nations with Ecuadorian delegation (2001)
- Young Italian/Argentinian. Organization dedicated to promoting the Italian culture (2006-2007)

## Presentations

- CNIT 2009 (Congress) Propagation of electromagnetic waves in confined environments by Jose Allende y Nicolas Malvasio.

## Other courses

- Leadership and Mentorship – Instituto Cinman (70 hs.)

## Hobbies

- Play Saxophone, Drums, Piano and Guitar

## Sports

- Tennis
- Football