

PERSONAL INFORMATION

Nicolas Malvasio



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

PROFILE

I am focused in developing business technology solutions, making use of my engineering / commercial training. My strength is based on the needs assessment of the business client and the value generation 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.

WORK EXPERIENCE

(2014 - today)

Owner of Warasolutions

Warasolutions (www.warasolutions.com)

Responsible for developing a commercialize software solutions. We are oriented to the commercial SaaS model (Software as a service) located in the cloud paying per use.

Some of the developed solutions are:

- WaraHotel: integral platform for Hotel Administration. More than 40 Hotel are using the system
- WaraExam: platform used to administrate English registration exams of Cambridge for Platinum Centers (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)

Responsible for selling and designing custom projects and Data Center for large customers in the region. Upon detection of a business opportunity, we carry out 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 Sell of solutions for Large Clients (Private and Government)

(2012 - 2012)

Product Development

Cisgroup Latinoamerica (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)

My role was to investigate the Android platform to perform different applications. Personally 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)

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

Telecommunications/Hardware Maintenance and sell

(2008 - 2009) **Researcher**

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

It was a research grant to investigate the indoor propagation waves for Wifi connections and modelling with Cost wall 231.

Telecommunications Research

EDUCATION AND TRAINING

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

National University of Cordoba Argentina (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	B2	B2	B2	B2	B2
Replace with name of language certificate. Enter level if known.					
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

[Common European Framework of Reference for Languages](#)

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 coordinate teamwork to achieve the objectives
■ Negotiation of resources inside the company to a specific project

Job-related skills ■ Innovation. In all jobs in which I have been I have created new products or solutions
■ Projection. In my actual job I participate in the conformation of selling strategy in my region.

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](#)

Replace with name of ICT-certificate(s)

- 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 modelo 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 Nicolás Malvasio.

Courses

- 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.)
- Leadership and Mentorship – Instituto Cinman (70 hs.)
- Unix Solaris – Capacitacion IT (48 hs.)
- PHP con MYSQL & AJAX – (60 hs.)

International Experience/Exam

- 5 month working in EEUU (Vail Colorado) – Work Experience CCUSA
- TOEFL EXAM B2

Hobbies

- Play Saxophone, Drums, Piano and Guitar

Sports

- Tennis
- Futbol