

# MICHELE PICOZZI

FULL STACK DEVELOPER |  
OP GAMES

## LANGUAGES

Italian | Native  
English | Native Proficiency  
Japanese | Conversational (N3)  
Spanish | Conversational (B2)

## PROFILE

I am an experienced Full Stack Developer with previous experience as Sales and Finance manager at Microsoft Japan with a passion for coding and learning new skills.

## CONTACT

+39 3401221784  
michele.g.picozzi@gmail.com  
Remote, Lisbon



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## EXPERIENCE

2023



FULL STACK DEVELOPER WEB3, GAMING, SOLIDITY  
[OP Games, Remote](#) | Dec 2021 - present

- Smart-Contract writing, auditing, integration for games, website, marketplace, mint, tournaments.
- Developing gaming website, nft marketplace, avatar-builder with Typescript, React, Web3, Solidity, BabylonJS, Next.js
- Full Stack Web3 dev integrating Unity games and helping indie dev adopting blockchain technologies and Colyseus server.
- Leading Front-end, Smart-Contract and Gaming team.

2021



GLOBAL COMMERCIAL EXECUTIVE

[Microsoft Japan, Tokyo](#) | Jul 2018 - Nov 2021

- Sales Executive for Fujitsu, Sony, Hitachi, Canon, NTT, Panasonic, Toyota and Toshiba Global Accounts in EMEA and USA (top 100 Microsoft customer by revenue). Traveling up to 60% of the time.
- Winner of Microsoft Azure Cloud Enrollment award.

2017



GLOBAL LICENSING SPECIALIST

[Microsoft Japan, Tokyo](#) | Jul 2017 - Jun 2018

- Contract negotiation and management from Tokyo of the downstream Global Team for Sony, Hitachi, Fujitsu, Canon, NTT, Panasonic, Toyota and Toshiba Global Accounts in EMEA and USA.
- Traveling up to 40% of the time to meet customers and partners.
- Improved Customers' cloud adoption and Azure usage by 12% YoY.

2016



ENTERPRISE LICENSING SPECIALIST

[Microsoft Italy, Milan](#) | Apr 2016 - Jun 2017

- Negotiation of Microsoft's enterprise contracts. Portfolio of clients included Unicredit and Eni S.p.a. Global Accounts (top 200 Microsoft's renewal worldwide) counting for > 140M\$ in revenues.
- Average account growth 130%

BITFINEX, SHAREHOLDER AND CONSULTANT

[Bitfinex, Remote](#) | Jul 2016 - Dec 2017

- Shareholder since August 2016. Finance and compliance consultant for 6 months since December 2017.

2015



FINANCE PROGRAM MANAGER

[Microsoft Ireland, Dublin](#) | Jul 2015 - Apr 2016

- PM role in the MS Finance team managing over 40 Accounts both EPG&SMSP (total yearly revenue >56M\$) with EY and Deloitte over the regions of Belgium and Ireland (fastest turnover and highest ROI in EMEA).

2014



INVESTMENT MANAGER

[Main Street Partners UK, London](#) | Jun 2014 - Oct 2014

- Worked under Rodolfo Fracassi, founder of MSP ex Executive Director at Goldman Sachs
- Increased funding by 2.7% bringing new institutional investors.

## EDUCATION

BACHELOR OF INTERNATIONAL ECONOMICS,  
MANAGEMENT AND FINANCE

Bocconi University | 2012 - 2015

## SKILLS

Ethereum Blockchain Developer With Solidity for Gaming

Full-stack web3 developer HTML, CSS, Javascript, Typescript  
Node, React, MongoDB, Firebase, Solidity, Next.js, Moralis

Complete C# Unity 2D Game developer: C#, Unity