

Giulio Vada

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Date of Birth: April, the 9th 1972

Working Experience

Swascan, Milan, Italy

April 2019 –

Global Business Development Manager

Start-up of the international sales operations while building a sustainable services proposition and go-to-market strategy with all stakeholders in the company.

Responsible for the build, sign-off and execution of the go-to-market plan to acquire new Enterprise customers in Italy and abroad for our Information Security solutions.

Swascan is the first Italian Cyber Security firm that owns an all-in-one Security testing platform and a Cyber Security Research Center. We are focused on managing digital risks in the modern era engaging customers and partners thru three business lines: Risk & Security & Compliance Management.

Magellano Advisors, Bologna, Italy

May 2019 –

Managing Partner & Co-founder

We work alongside companies to help them "navigate" into new Italian and foreign markets. We are specialized in creating business relationships and developing partnerships with the aim of increasing a company's revenues and/or production lines..

Assintel Confcommercio, Milan, Italy

October 2016 –

National Member Board of Directors and President of Assintel Emilia-Romagna

National Association of Italian ICT companies (part of CONFCOMMERCIO – IMPRESE PER L'ITALIA, Italian General Confederation of Enterprises). Responsible for the development of the association in one of the most innovative and developed area of Italy. In charge of maintaining relationships with private & public institutions and taking forward digital transformation & Industry 4.0 programs.

G DATA Software Italy, Bologna, Italy

October 2014 – January 2019

Country Manager

Providing sales leadership and management, with responsibility for building consistent and sustainable revenue growth across Italy, developing and managing customer and partner relationships and ensuring that the country delivers profitable growth against agreed targets.

Key responsibilities:

- Sales Management & Go-to-Market strategy
- Establishing sales through indirect channels such as Value-Added Resellers (VARs) and distributors
- Establishing business alliances with system integrator and other IT vendors
- Prime contact/spokesperson for the press, for key partners and customers, industrial associations
- Attend trade shows, industry events and speaking opportunities
- Managing the multiyear sponsorship agreement with DUCATI Racing MotoGP

G DATA Software, with its head office in Germany, is an innovative and quickly expanding software house providing IT security solutions & services to the business community.

Akamai Technologies, Milan, Italy

2013 – 2014

Major Account Manager

Responsible for the strategic objective of maximizing revenue generation within Financial Services, and Telco. Create and manage a business plan that includes sales & marketing activities in order to sell the whole Akamai SaaS portfolio (Security, Web Performance, Cloud Computing). Investigate business opportunities with Partners.

Cisco Systems, Milan, Milan, Italy

2010 – 2013

Sales Business Development Manager - SEMEA

Establishing Cisco's global footprint within Southern Europe and Emerging Countries.

- Reporting to the EMEA Managing Director
- Focus on Collaboration & Networking solutions
- Develop Go-to-Market plans, manage the whole sales cycle and exploit joint business opportunities with Cisco Tier 1 partners (Distributors, System Integrators, Service Providers)
- Identify, analyze and recommend new areas of partnership and lead business development effort with assigned partners, in cooperation with cross-functional teams.
- New IT Channel Development

Microsoft, Milan, Italy

2000 – 2010

Enterprise Strategy Consultant

Enterprise Strategy Consultant within the Professional Services Organization. As a Consultant my primary role was the Design and Quality Assurance on IT project. All other aspects of my role were related to Business Development and Offering with particular attention to Project Profitability (project margin definition during Offering phase, quality check, project resources skill assessment).

- IT Trusted Advisor for Enterprise Customers in Finance, Telco/Media & Manufacturing
- Subject Matter Expert for Security, Unified Communication & Collaboration
- Partner Enablement

Polytechnic of Turin, Italy

1999 - 1999

Graduate Fellow

Department of physics. Research in the field of new electronic materials (amorphous semiconductors).

Debye Institut, Utrecht University, Netherlands

1998 - 1998

Junior Researcher

Member of the Functional Materials group at Debye Institute. Research on the growth, structure, and dynamics of thin-film amorphous semiconductors.

Education

Executive Master in Business Administration, 106/110, 2015, MIP Business School, Polytechnic of Milan
Bachelor of Science, Materials Science, 100/110, 1998, University of Turin

Languages

English – Fluent spoken and written
French - Conversant in speech, competent in writing and reading
German – Elementary Proficiency