



SIMONE MARASTONI

simonem9@gmail.com | Milan, Italy

+39 393-8632122

More than 8 years of experience as a consultant for important customers in banking, energy and insurance sectors. Track record of professional growth that includes experiences in the context of software development (Java, C#), Sales, Accounting, BPA, Business Continuity, Business Intelligence, Enterprise Architecture, ITPM AND GRC. Technical team-leader that combines strong analytical skills with an entrepreneurial mindset. Passionate about of technology, product innovation and business management. Competence in people management with significant experience in the lead of multidisciplinary team thanks to a collaborative mentality and coaching skills. Attitude of problem solver that takes leadership and sense of belonging to the company collaborating with the stakeholders.

PROFESSIONAL EXPERIENCE

MEGA International | Milan, IT 2020 - actually
Business Consultant - Solution Engineer

- Provision of technical/functional analysis in scope BPA, GRC, ITPM, Enterprise Architecture, IT-Arch;
- Designs of solutions, customizations/improvements of platform capabilities MEGA HOPEX;
- Projects and customers management;
- Data integration – developing of Java API Get/Post and Graph-QL;
- Customer trainer about technical and functional layer.

IMC Group Improve srl | Milan, IT 2017 - 2020
Senior Consultant

- Lead proprietary, Aris-integrated technology sales to clients in the Business Process Management, GRC and Enterprise Architecture;
- Guide operations development to direct customer conversations through a business value approach and use cases; leverage strategic thinking to position the technology in a business context;
- Interviews for pre-mapping analysis of business processes for banks, insurance companies and listed companies. Reengineering of obsolete business processes, and management of operational risks and non-compliance;
- Collaborate with leadership;
- Customization and product development to enable customers to achieve their goals;
- Managing a project team.

Interlem Management Consulting srl | Milan, IT 2012 - 2017
Consultant – Product specialist

- Guided workshops for the sale of products from Software AG platforms;
- Kickoff and meetings gathering requirements and accompanying the customer to achieve the goals. I presented both business values and capabilities of the solutions. organized +100 meetings with customers in 2 years;
- I worked with the extended sales organization to respond to RFPs, custom demos and delivery and definition of POC content;
- Design and development of business intelligence dashboards for Italian telecommunication companies.

Interlem SPA | Milan, IT 2011 - 2012
Java Developer

- Development of an operational CRM through the use of Spring, Ext-js and Oracle technologies (Stored procedures and SQL) for an important Italian airport management company;
- Design and development of business intelligence dashboards for Italian energy companies.

EDUCATION

Università Cattolica del Sacro Cuore | Milan, IT 2020

- Degree in Economics and Business Management (late afternoon-evening course)
 - Degree thesis: “*La Digital Transformation nel Controllo di Gestione*”.
- Summer School course: “Managing International Relations”.

ITIS Cartesio | Milan, IT 2011

Istituto Tecnico Industriale Statale - Informatica e telecomunicazioni progetto ABACUS

- High school certificate in Computer science & telecommunications;

INTEREST

Japanese food, TV-Series, discover the world, snowboarding, swimming, film sci-fi (Interstellar).

KEY SKILLS

Digital Transformation	Build Relationships	Leadership
Presentation Skills	ITPM	BPA
Sales approach	Business Intelligence	GRC
IT Architecture	Enterprise Architecture	Integration

TECHNOLOGIES

Java	API	Software AG Platform
Cloud	Adobe	MEGA Hopex
Magento	SQL Server	C#
Oracle	Javascript	SQL