



# LUCA VETROMILE

## Project Manager



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luca-vetromile-project-manager

### PROFILE

Project Manager con 18 anni di esperienza professionale in progetti nazionali ed internazionali composti da team interdisciplinari di diverse dimensioni (da 5/20 unità) e aree con competenze trasversali, "anello di congiunzione", tra il Business e l'ICT traducendo le esigenze degli stakeholders e top management in requisiti funzionali orientati all'Innovation Technology e alla semplificazione dei processi.

### SKILLS

- Governance Progettuale
- Pianificazione
- Analisi requisiti funzionali
- Budget Control
- Problem solving
- Mapping business process – Lean
- Negoziazione e fidelizzazione cliente interno/esterno

### EXPERTISES

- Project Reporting
- Process Improvement
- Team Management
- Change Management
- Digital Project Management
- Slide project presentation

### COMPETENZE

- INFORMATICHE  
Office (PowerPoint& Word: advanced level) // Microsoft Visio // HTML // Photoshop
- PIANIFICAZIONE & CONTROLLO  
MS Project // DFD (Data Flow Diagram) // Artemis 7 // UML (Unified Model Language)
- ANALISI  
SRS (Software Requirement Specification)

### EXPERIENCE

*Italian Version*

#### 01 PROJECT MANAGER – GIUGNO 2013 - OGGI COFACE S.A. – Milano, Italy

Management dei principali progetti strategici Nazionali e Internazionali – Medio Oriente & Africa Region. Cross-functional tra i dipartimenti di Business e IT con funzioni di raccolta e analisi dei requisiti; pianificazione, coordinamento e management di team multi-livello e work tasks; monitoraggio budget e P&L; gestione e analisi criticità e rischi progettuali; produzione documentale; gestione UAT per il rilascio dei deliverables prefissati e presentazione risultati al Top Management.

##### Principali progetti e obiettivi raggiunti:

- Banks Partnership con Unicredit, Credem, Unipol/BPER e Banco Desio
- Re-Engineering Portfolio: Italia, Turchia, South Africa, UAE
- Pianificazione rinnovo anticipato
- PMO Strategic Projects e presentazione all'Execution & Monitoring Meeting
- New Coface Branch in Israel, Greece

#### 02 TELCO PROJECT MANAGER - 2011 - 2013 AUBAY SPA – c/o VODAFONE OMNITEL NV – Milano, Italy

Demand funnel management, pianificazione pre-progetto. Assistenza e sviluppo del budget in fase di pre-project planning. Refining plans con sponsor e stakeholder. Project Manager di tutto il lifecycle progettuale ; management della phase-gate model, delivery e gestione interdipendenze. Identificazione dei rischi e raccolta requisiti con approccio CMMI (Capability Maturity Model Integration). Gestione della fasi di Canvas e UAT. Team Leader da 6 a 15 risorse.

##### Principali progetti e obiettivi raggiunti:

- My Digital Life [Cloud Project]
- Vodafone Movie & Discover Business
- New App video calcio
- New Mobile Broadband Offer

#### 03 HEAD IT - PROJECT MANAGER - 2009 - 2011 MERGER & ACQUISITION HOLDING INTERNAZIONALE CIN & P. – Milano, Italy

Responsabile analisi – profit & loss - in fase di due diligence delle piattaforme IT e sistemi integrati. Management di sviluppo IT. Supervisione e monitoraggio milestone, constraints e processi di UAT. Coordinamento di un team di sviluppo composto da 4 a 10 risorse e fornitori esterni.

##### Principali progetti e obiettivi raggiunti:

- New eFinance Global Platform

## EU FUNDING PROGRAMS

- Programma Quadro / FP7
- Equal II
- Life-Long Learning
- Grundtvig
- Interreg
- Phare
- Socrates
- Euromed

## AWARDS

- Miglior progetto europeo d'innovazione tecnologica per l'e-government.  
Premiato dalla Commissione Europea "Leonardo da Vinci"
- Miglior progetto d'infrastruttura tecnologica.  
Premiato dal Centro Europeo Informazione Cultura Cittadinanza di Napoli
- Miglior progetto di sviluppo locale: touchnapoli.com.  
Premiato dall'Unione Europea con il Tele-Awards 2000/2001
- Team Leader d'Impresa.  
Premiato da Sviluppo Italia SPA e dall'Assessorato Innovazione Tecnologica del Comune di Napoli

## PUBBLICAZIONI

"E-Government Between Needs and Competences - New Skills for Governance".

In collaborazione con l'Università la "Sapienza" di Roma.

Esposto c/o la Biblioteca Europea come best practices methodology.  
© 2007 by Edizioni Intra Moenia – ISBN 978-88-95178-09-7

## INGLESE

Livello B1.2 - Certificato British School Group

## STUDI

Diploma di Perito Informatico.  
Iscritto alla Facoltà di Giurisprudenza, conseguendo 10 esami su 20.

**04 PROJECT MANAGER - EUROPEAN FUNDING PROGRAMS - 2004 - 2009**  
REGIONE CAMPANIA -/- PROVINCIA DI NAPOLI -/- COMUNE DI NAPOLI -/- PROVINCIA DI ROMA -/- BUCHAREST CITY HALL II° DISTRICT -/- FONDAZIONE BANCO DI NAPOLI -/- FONDAZIONE EDITORIALE FRIDERICIANA (UNIVERSITA' FEDERICO II° DI NAPOLI) -/- SILABO SRL -/- RESOURCE SRL -/- PRIMER SCARL – Napoli – Bruxelles, Italy/EU

Analisi dei programmi transnazionali finanziati e co-finanziati. Management portafoglio partners Transnazionali. Sviluppo budget di progetto. Direct line con l'autorità nazionale ISFOL e le commissioni europee. Gestione documentale e rendicontazione.

Project Manager dell'intero lifecycle progettuale, gestione e coordinamento dei meeting europei, cabine di regia, kick-off, SAL attività e presentazioni dei risultati finali. Coordinamento di Work Team di sviluppo IT internazionali di ≥ 10 risorse.

### Principali progetti e obiettivi raggiunti:

- eGovernment Village
- S@NIORS - Digital Engagement of Senior CITizens
- TRA.IN – TRAnsfer & Innovation
- FI.LO.ME' - Feminine Inclusion: Local Opportunities with Micro Enterprise

**05 HEAD IT – WEB PROJECT MANAGER - 2003 - 2008**  
ALMAS SPA – Napoli – Caserta - Bari, Italy

Responsabile delle piattaforme integrate di gestione ed emissioni mutui. Referente partnership con Fineco Bank per il progetto di sviluppo del preventivatore integrato mutuo online. Coordinamento dell'infrastruttura IT composta da 6 risorse.

### Principali progetti e obiettivi raggiunti:

- Software di gestione online delle pratiche di Mutui
- Preventivatore Mutui online – Sponsorship Fineco Bank

**06 IT MANAGER / TEAM LEADER - 2002 - 2003**  
FORMEZ P.A. – Napoli, Italy

Team Leader dell'IT Department e Help Desk per l'accreditamento di enti formativi della Regione Campania. Analisi documentale e audit delle infrastrutture tecnologiche. Reporting, audit, gestione deadline e pianificazione attività. Coordinamento di 3 risorse.

### Principali progetti e obiettivi raggiunti:

- Management e coordinamento dell'IT platform - gestione richieste accreditamento di enti di formazione pubblici e privati

**07 IT MANAGER - 1999 - 2001**  
SVILUPPO ITALIA SPA – Napoli, Italy

Responsabile IT/WEB del presidio Pianura-Muove-Impresa per l'accreditamento ai finanziamenti agevolati PMI in collaborazione con il Comune di Napoli.

### Principali progetti e obiettivi raggiunti:

- DataBase administrator, analisi e reporting delle richieste di finanziamenti agevolati

**08 DOCENTE DI INFORMATICA E PROJECT WEB MANAGEMENT - 1998 - 2005**  
IBM PC-TRAINING SCHOOL -/- FORMEZ PA -/- SVILUPPO ITALIA SPA -/- CONSIEL SPA -/- SCUOLA MEDIA STATALE "A. CAPRAIO" DI PROCIDA (NA) -/- DEBIS ACADEMY -/- FORM.IT -/- FONDAZIONE EDITORIALE FRIDERICIANA (UNIVERSITA' FEDERICO II° DI NAPOLI) -/- ENTE FORMATIVO ARIES.  
Napoli - Alba (CN), Italy



# LUCA VETROMILE

## Project Manager



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### PROFILE

Project Manager with 18 years of professional experience in national and international projects composed of interdisciplinary teams of different sizes (from 5 to 20 resources) and area with transversal skills, "connecting link", between Business and ICT, translating the needs of stakeholders and top management in functional requirements oriented to Innovation Technology and process simplification

### SKILLS

- Governace
- Planning
- Analysis of functional requirements
- Budget Control
- Problem solving
- Mapping business process – Lean
- Management and negotiations with internal "clients" and external suppliers

### EXPERTISES

- Project Reporting
- Process Improvement
- Team Management
- Change Management
- Digital Project Management
- Slide project presentation

### TECHNICAL SKILLS

- PC SOFTWARE  
Office (PowerPoint& Word: advanced level) // Microsoft Visio // HTML // Photoshop
- PLANNING & CONTROL SOFTWARE  
MS Project // DFD (Data Flow Diagram) // Artemis 7 // UML (Unified Model Language)
- ANALYSIS SOFTWARE  
SRS (Software Requirement Specification)

### EXPERIENCE

*English Version*

#### 01 PROJECT MANAGER – JUNE 2013 – TO DATE COFACE S.A. – Milan, Italy

Management of the main National and International (Middle East & Africa Region) projects. Cross-functional between Business and IT Departments with requirements collection functions and analysis; planning, coordination and management of multi-level teams and work tasks; budget and P&L monitoring; management and analysis critical issues and projectual risks; development project documentation; UAT management and results presentation to Top Management.

##### Main projects and key achievements :

- Banks Partnership con Unicredit, Credem, Unipol/BPER e Desio Bank
- Re-Engineering Portfolio: Italy, Turkey, South Africa, UAE
- Renewal policy plan
- PMO Strategic Projects and Execution & Monitoring Meeting follow up
- New Coface Branch in Israel, Greece

#### 02 TELCO PROJECT MANAGER - 2011 - 2013 AUBAY SPA – c/o VODAFONE OMNITEL NV – Milan, Italy

Demand funnel management, pre-project planning. Assistance and budget development during the pre-project planning phase. Refining plans with sponsors and stakeholders. Project Manager for all lifecycle project; phase-gate model management, delivery and management interdependencies. Risk identification and requirements collection with CMMI (Capability Maturity Model Integration) approach. Management of Canvas phases and UAT. Team Leader 6/15 resource.

##### Main projects and key achievements :

- My Digital Life [Cloud Project]
- Vodafone Movie & Discover Business
- New App video soccer
- New Mobile Broadband Offer

#### 03 HEAD IT - PROJECT MANAGER - 2009 - 2011 MERGER & ACQUISITION HOLDING INTERNAZIONALE CIN & P. – Milan, Italy

Manager in charge for mapping and analysis - profit & loss - in due diligence phase for IT platforms and integrated systems. Development workflow management. Supervision and monitoring of milestone, constraints and processes in UAT phase. Coordination of a development team composed of 4 to 10 resources and external suppliers.

##### Main projects and key achievements :

- New eFinance Global Platform

## EU FUNDING PROGRAMS

- Framework Programme / FP7
- Equal II
- Life-Long Learning
- Grundtvig
- Interreg
- Phare
- Socrates
- Euromed

## AWARDS

- Best European IT project for e-government. Awarded by "Leonardo da Vinci" European Commission
- Best technological infrastructure project. Awarded by the European Citizenship Culture Information Center of Naples
- Best local development project: touchnapoli.com. Awarded by the European Union with the Tele-Awards 2000/2001
- Team Leader. Awarded by Sviluppo Italia SPA and Department of Technological Innovation - City of Naples

## PUBLISHED

"E-Government Between Needs and Competences - New Skills for Governance".

In collaboration with University "Sapienza" of Rome. Exposed at the European Library as best practices model.

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## ENGLISH

Language competence level: B1.2  
Certificate by British School Group

## EDUCATION

Diploma of Computer Science.  
Faculty of Law, obtaining 10/20 exams.

**04 PROJECT MANAGER - EUROPEAN FUNDING PROGRAMS - 2004 - 2009**  
CAMPANIA REGION -/- PROVINCE OF NAPLES -/- CITY OF NAPLES -/- PROVINCE OF ROME -/- BUCHAREST CITY HALL II ° DISTRICT -/- BANCO DI NAPOLI FOUNDATION -/- FRIDERICIANA EDITORIAL FOUNDATION (UNIVERSITY OF FEDERICO II° OF NAPLES) -/- SILABO SRL -/- RESOURCE SRL -/- PRIMER SCARL – Naples – Bruxelles, Italy/EU

Analysis of financed and co-financed transnational programs. Management of portfolio transnational partners. Project budget development. Direct line with the national authority ISFOL and the European commissions. Document management and reporting. Project Manager for all lifecycle projects, management and coordination of the European meetings, steering committee, kick-off, WPS activities and final results presentation. Coordination of international IT development teams of  $\geq 10$  resources.

### Main projects and key achievements :

- eGovernment Village
- S@NIORS - Digital Engagement of Senior CITizens
- TRA.IN – TRAnsfer & Innovation
- FI.LO.ME' - Feminine Inclusion: Local Opportunities with Micro Enterprise

**05 HEAD IT – WEB PROJECT MANAGER - 2003 - 2008**  
ALMAS SPA – Naples – Caserta - Bari, Italy

Manager of all integrated platform for issuance home loans. Referent for partnership project with Fineco Bank for Web development online platform for loans estimate. Coordination of the IT infrastructure of 6 resources.

### Main projects and key achievements :

- Online management software for loans practices
- Loan Integrator online Platform – Sponsorship Fineco Bank

**06 IT MANAGER / TEAM LEADER - 2002 - 2003**  
FORMEZ P.A. – Naples, Italy

Team Leader of IT and Help Desk Department for the validation certification of private training institutes for Campania Region. Document analysis and audit for the technological infrastructures proposed by institutes. Reporting, deadline management and activity planning. Manager of 3 resources.

### Main projects and key achievements :

- Management and coordination of IT platform for certification requests

**07 IT MANAGER - 1999 - 2001**  
SVILUPPO ITALIA SPA – Naples, Italy

IT / WEB manager of the Pianura-Muove-Impresa project for subsidized financial loans to SMEs in collaboration with City of Naples.

### Main projects and key achievements :

- DataBase administrator, analysis and reporting of requests for subsidized loans.

**08 IT AND WEB PROJECT MANAGEMENT TRAINER - 1998 - 2005**  
IBM PC-TRAINING SCHOOL -/- FORMEZ PA -/- SVILUPPO ITALIA SPA -/- CONSIEL SPA -/- SECONDARY PUBLIC SCHOOL "A. CAPRAIO" OF PROCIDA (NA) -/- DEBIS ACADEMY -/- FORM.IT -/- FRIDERICIANA EDITORIAL FOUNDATION (UNIVERSITY FEDERICO II° OF NAPLES) -/- ARIES FORMATIVE INSTITUTE.  
Naples - Alba (CN), Italy