



Full name	Pietro Abbati Marescotti
Mobile number	
Email	
Nationality	
Birthdate	
Currently based in	
Academic background	La Sapienza, Master's degree in Engineering

I hereby authorize the use of my personal data in accordance to the GDPR 679/16 and the Italian Legislative Decree no. 196 dated 30/06/2003.

### EXECUTIVE SUMMARY

More than 18 years of working experience, with broad international exposure, including 10+ years in consulting and 7+ years in innovative start-ups.

Highly energetic and passionate individual, I love what I do. Curious and innovative. Autonomous and self-driven, responsible, able to take ownership on projects. I perform best when there is a need for a trailblazer, a pioneer, a problem solver and a need for taking initiative. Highly results focused, in defining milestones, processes and metrics to achieve goals and reach targets. Creative yet with a strong analytic and pragmatic approach.

Soft Skills	<ul style="list-style-type: none"><li>• Self-motivated with a result-driven and action-oriented approach</li><li>• High energy, thriving in hands-on environments</li><li>• Strategic mindset, ability to network and interact at all levels.</li><li>• People management. Presentation, interpersonal relationships and communication savvy</li></ul>					
Hard Skills	<ul style="list-style-type: none"><li>• Innovation and Business Transformation</li><li>• Change Management, Program and Project Management</li><li>• Business Process Management</li><li>• P&amp;L management and Business Administration</li></ul>					
Areas of Competence	<ul style="list-style-type: none"><li>• Business Administration</li><li>• Start-up, both as entrepreneur and intrapreneur</li><li>• Networking and Business Development</li></ul>					
Languages	<ul style="list-style-type: none"><li>• Italian</li><li>• English</li><li>• Spanish</li><li>• French</li><li>• Portuguese</li><li>• Arabic</li></ul>					

## Cassa Servizi Energetici e Ambientali



Years  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

2021 – current position  
Economic Public Body under control of ARERA and MEF – Energy & Environment  
**CTO – Chief Technical Officer**  
Managing the company's technological plans, overseeing data security and management, coordination of company's strategy toward its business goal; discovering and implementation of cutting-edge technologies (blockchain for industrial use, as of 2021). Supervision and monitoring of KPIs and IT budgets related to system infrastructure to ensure its full functionality and efficiency.



## LCF Alliance

Years  
Type of business or sector  
Occupation or position held  
Main activities and responsibilities

2020 – 2021  
Renewables M&A - Merger and Acquisition in secondary photovoltaic plants market  
**PMO – Program Manager Officer and Change Management**  
Enhancement of standards and processes in use, encouraging the use of those standards and re-model them accordingly to business needs, specifically for initial phase of market scouting and lead generation. Analysis and definition of roles through RACI matrix and change management approaches. Support and introduction of methodologies for the phases starting from "market scouting" up to "first contract signing", the last step before Due Diligence and the core of M&A starts.





Infratel Italia S.p.A.

Infratel Italia SpA

Years

Type of business or sector

Occupation or position held

Main activities and responsibilities

2017 – 2020

Governmental Agency - Telecommunications

**Program and Project Manager, Intrapreneur**

Creation of first-world-case of national web registry for utilities and telco infrastructures. Innovation-lead program management with elements of business administration and multiple concurrent streams of Project Management. Managed 1.7M€ + 5.0M€.



Property Managers Italia

Years

Type of business or sector

Occupation or position held

Main activities and responsibilities

2016 – 2021

Lobbying and Consultancy for professional Incoming Tourism

**Entrepreneur, Program Manager, National Vice President, Member of EU board**

Business Administration networking and consultancy, participating in steering committees whilst handling multiple projects in portfolio. Lobbying, management of regulatory activities that affect incoming tourism. Financial and tax consultancy advisory for new regulation proposals.



Launch of two tourism start-ups:

**DoYouBnb?**

and **DoYouExplore?**

Years

Type of business or sector

Occupation or position held

Main activities and responsibilities

2013-2020

Tourism, incoming.

**Innovation, market scouting, entrepreneur**

Capital fund raising, definition of the companies' vision, mission and structure. Compliance with regulatory requirements. Strong focus on Business Administration, Program Management and Innovation. Business development, networking and relationships with relevant venues and industry organizations. Successful way out of DoYouExplore in 2016 with relevant ROI. Profitable closing of DoYouBnb in 2020.





Rocket Internet  
Groupon Spain



Years

Type of business or sector

Occupation or position held

Main activities and responsibilities

2011 – 2013

Start-up & Online Marketing

**Innovative market segment, intrapreneur**

City CEO for innovation. Activities span from defining strategy to implement it, through sound marketing, digital strategies, managing teams, operations, P&L. Solid approach in Business Administration and Business Development for the Iberian start-up launching and its following growth.

Business Integration Partners



Years

Type of business or sector

Main activities and responsibilities

2005 – 2011 *full details reported in following annexes*

**Business Administration Consultancy for Innovation**

Led innovative and strategic definitions and implementations for Shared Service Centres, Business Process Management, Programme and Project Management, Change Management, Change Governance. As intrapreneur, supported expansion for Business Integration Partner itself in South America and northern Europe at its beginnings.



IBM



Years

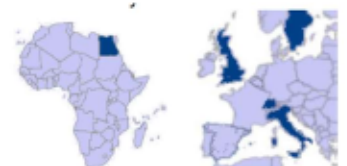
Type of business or sector

Main activities and responsibilities

2002 – 2005 *full details reported in following annexes*

**Innovation Consultant, Business Administration**

Innovation, Business Administration consultancy and Project Management for global companies across different industries (Telco, Pharma, Tobacco, Government). Activities included Business case and subsequent implementation for Shared Service Centre projects, ERP implementation.



PwC – PricewaterhouseCoopers

Years

Type of business or sector

Main activities and responsibilities

2001 – 2002 *full details reported in following annexes*

**Business Administration Consultant**

Application of innovation through Change Management, Business Process Reengineering and Project Management. Business Administration consultancy and approach.



## - ANNEX -

### DETAILS ON PROJECTS, RESPONSIBILITIES AND ASSIGNMENTS DURING CONSULTANCY EMPLOYMENT



#### AS A CONSULTANT FOR BUSINESS INTEGRATION PARTNERS

May 2009 – Aug 2011 Acea Energy Distribution (Italy)	Quality Assurance and PMO of new Billing System Set-up and definition of Quality Assurance procedures, results, deliverables Organizational impact study and transition programme for the new operating model Definition and Management of project Issues and Risks
Feb 2009 – Apr 2009 Telecom Italia Telco-Strategy (Italy)	Strategic Initiatives in Telecom Italia <i>Definition of PMO model, executive dashboard, processes for risk and issue management, interdependencies, reporting</i> Full analysis of Telecom Italia Strategic Initiatives, selection of most relevant, metrics and KPI definition FTE evaluation and cost-reduction initiatives within strategic plan
2008 – Jan 2009 Telecom Italia Telco-Governance (Italy)	Programme Management IT in Telecom Italia Coordination and governance for IT requirements targeting sales and caring requirements Governance for multiple IT requirements, handling IT coordination, multiple items, budget-related issues, architecture
2007-2008 British Telecom Italia Telco-BPM (UK, Italy)	Order Management Process – BPR in British Telecom Italia Analysis and reengineering of Business Processes for Order Management on Large Account. E2E process definitions, KPI definition and expected range valorization Order2Bill process reengineering, methodologies definition, valorisation of Benefit Expectations, CEO and first-lines presentation and reporting
2007 Business Integration Partners Business Development (Argentina)	Development BIP Argentina Market analysis, business casing for partnership evaluation, resource selection, client scouting
2007 Telecom Personal Telco-BPM (Argentina)	E2E Demand Management definition in Telecom Personal Definition of Demand Management processes for company strategy appliance Analysis of company strategy and needs, strong coordination with CEO, CTO, CFO and all first-line reporting. Definition of new asset of Demand Processes according to client strategy: department sizing, BPM, long-term Change Management roadmap definition
2006 – 2007 Vodafone Group Telco-Strategy, Governance (United Kingdom)	EVO Programme Management in Vodafone Group Global restructuring process: creation of Shared Service Centre, centralization of supply, definition of standard processes for 27 countries for SCM, HR, Finance PMO for EVO Project; Business casing, SPOC for PMO/Change Management Team, definition and coordination of global strategy for IT implementation: definition of Programme Management processes for issue, risk and steering management.
2006 Vodafone Italy Telco-Governance (Italy)	VAS Global Technologies – Demand Management for Vodafone Italy and Vodafone Group Governance and coordination between Vodafone Group Technologies and VF-IT. Definition of process, metrics and KPI definition for VAS and IT governance in Global Technologies group (shared VAS systems); application of the New Organizational System defined; identification of facilitators and Key Success Factors within the Change Management program
2005 – 2006 H3G Italy Telco-BPM (Italy)	Risk & Credit Management – Antifraud System in H3G – UMTS Mobile Company IT Governance for antifraud department. PMO, management of information flows, BPR, business evaluation in analysis and implementation of prototypal HP Fraud Management System.



2005 Stockholm Council Transportation (Sweden)	Congestion Tax Program for Stockholm Council RFID-based vehicle control access, integrated with taxation and bank systems Project Manager for SW quality assurance and testing.
2005 IBM Global HR (United Kingdom)	Implementation of ERP PeopleSoft on IBM for eRecruitment and eDevelopment Worldwide: requirement analysis, functional specs, business documentation, process descriptions For Italy and Spain: Change Management; Project Manager for country-level coordination
2004-2005 Philipp Morris Finance, SSC (Switzerland)	Shared Service Centre – Business Case, BPR, governance for Philipp Morris Detailed business case for the creation of a shared service centre for HR, IS, Procurement, Finance. Within HR, focus on HR processes and training development. Creation of detailed Business Case, PMO, organizational delivery plan.
2004 H3G Telco-Governance (Italy)	Web Products Quality Assurance for H3G UMTS Mobile Company Quality assurance for web products over UMTS network. Integration, E2E and UserAcceptanceTest for web products and UMTS terminals Project engagement, Quality Assurance leader, technical coordinator, budget management
2003 - 2004 Pfizer HR (Egypt and Middle East)	TIGHR (TotallyInteGratedHumanResource system) for Pfizer: ERP PeopleSoft HRMS implementation. Roll-out of overall Middle East implementation for Administer Workforce and training development. Full life cycle, (assess, design, build, QA, support). business documentation, functional specs, process descriptions, technical writing skills, Peoplesoft pages, interfaces and data conversions, report
2003 H3G Telco-Governance (Italy)	Web Products Integration Manager for H3G UMTS Mobile Company Product Integration Management, Test Project Management, E2E Management, System architecture issue tracking, Logging analysis Issue addressing; issue analysis and tracking between web products and their related platforms like CRM, messaging, billing, front-interface management of team and resources for time and cost delivery of web products; overall client's architecture strongly required.

*As A CONSULTANT FOR PRICEWATERHOUSECOOPERS*

2002 Pfizer HR (Italy)	TIGHR (TotallyInteGratedHumanResource system) for Pfizer: ERP PeopleSoft HRMS implementation. Roll-out of Italy implementation for Administer Workforce and Payroll Full life cycle, (assess, design, build, QA, support). business documentation, functional specs, process descriptions, technical writing skills, Peoplesoft pages, interfaces and data conversions, report
2001 - 2002 EdisonTel Telco-IT (Italy)	System Architecture Support and maintenance for infrastructure (DB and unix systems), software and hardware configuration and tuning, database maintenance Database administration, database backup, unix administration, SQL, Siebel and SunOS assistance and support
2001 PricewaterhouseCoopers HR (EMEA)	Analysis of B2E market, customer needs and products features Overall deep studies on B2E systems and their related technologies