



SALVATORE LANZA

Experienced Project/Program/Service Manager

SKILLS

- Consulting** 10+ yrs
- Project Management** 10+ yrs
- Presales** 3+ yrs
- Electronic Data Interchange (EDI)** 10+ yrs
- B2B Integration** 10+ yrs
- Web Services** 3+ yrs
- Digital Archiving** 3+ yrs
- E-Invoicing** 5+ yrs

CONTACT

- Via Pangino, 42
22010 Carate Urio (CO)
- +39 320 8814468
- salvatore.lanza@outlook.com
- in/salvatorelanza

PROFILE

Over 20 years of IT / System Integration / B2B Solutions / Project Management / Service Management / Presales, Sales and Account Management experience with strong business and customer focus.

In-depth experience in B2B Integration solution delivery, result-oriented, with a strong customer focus. For several years managing system integration projects mainly B2B/EDI and MFT/EAI context in different verticals like CPG/Retail, Automotive, Transport/Logistics.

Skilled on Electronic Invoice, legal archiving, digital signing topics.

Industry/vertical expertise: with focus on Automotive Supply Chain Management, Logistics, Transport.

WORK EXPERIENCE

PROJECT, PROGRAMME AND SERVICE MANAGER Jun 18 - NOW
Intesa (an IBM Company), (Milano, Italia)

Project & Service Manager for major international customers)

- Coordinating projects for E-Invoicing compliance in Italy
- Managing EDI projects for clients mainly within CPG/Retail industry
- Managing Projects and Services around Supply Chain integration for major automotive Client

Achievements include:

- None of managed customers (Robert Bosch, General Electric, Edenred, Arcelor, Ilva) missing the deadline for B2B/B2G E-invoicing readiness
- Rolling out portal services, for Supplier integration, to the whole Marelli Group after merging the Kalsonic Kansei Group, in APAC (China, Thailand) Mexico, US

PRESALES, SALES & ACCOUNT MANAGER May 13 - May 18
SEEBURGER Informatica SRL, (Milano, Italia)

Member of the 'Presales International' team & Account Manager

- Defining POC and replying RFQ/RFPs for major international deals.
- Supporting a Key Account (PPG) enhancing their B2B Integration solution.

EDUCATION

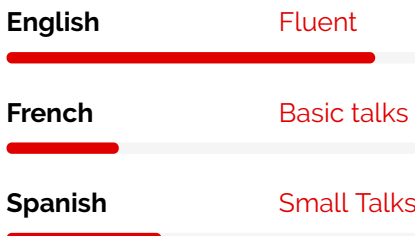
Master's Degree in Business and Economics.

UNIVERSITÀ CATTOLICA DEL SACRO CUORE (MILANO)

Qualified Industrial Chemist.

ITIS DI SETIFICIO "PAOLO CARCANO" (COMO)

LANGUAGES



CERTIFICATIONS

PRINCE2 - Project Management

PRINCE2® Registered Practitioner.

OGC (Office Government Commerce), London (UK), License 02308523-01-SW8V [January 2011 – January 2016]



Achievements include:

- Development of both up-selling and new-business opportunities with special focus on E-Invoicing topics in different EU countries
- Incomes from managed accounts nearly 50% of the overall company turnover

PROJECT & PROGRAMME MANAGER

SEEBURGER Informatica SRL, (Milano, Italia)

Feb 02 - Apr 13

Team Lead of the Italian Professional-Services Delivery group and then of the "Community Onboarding" team for EU (non-DACH) area

- The Professional Services team was in charge of the deployment of the projects, taking over all implementation steps: configuration of the communication channel, map development and message unit tests, integration tests (end-to-end), Go-Live
- The international "Community Onboarding" team developed, in close cooperation with the customer, the required processes and communication guidelines to efficiently and continuously onboard their trading partners after Go Live of the initial project.

Achievements include:

- Establishing a steady Customer Base, throughout the years.
- Making success quantifiable and verifiable by
 - quick and efficient onboarding trading partner community
 - securing visibility of enablement progress and success. through the "Community Onboarding" initiative

SERVICE DELIVERY SPECIALIST

SEEBURGER Informatica SRL, (Milano, Italia)

May 99 - Jan 02

Delivering B2B/EDI Solutions for Supply Chain Integration. The tasks include

- Definition of requirements and solution design
- Technical delivery
- Quality assurance

Achievements include:

- Contribution to the startup of the Italian subsidiary (officially launched on January 1st) for which I got a special power of attorney in 2002
- Acquainted on integration requirements within CPG/Retail and Automotive industries