Andrea Mercanti

Date of birth: 05/05/1989 Nationality: Italian

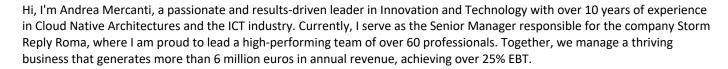
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Summary



My journey in this dynamic field began with a strong academic foundation, earning a Bachelor's degree in Computer Engineering (110/110 cum Laude) from the University of Rome Tor Vergata. Later, building on this, I pursued an Executive MBA from the PoliMi Graduate School of Management, which has equipped me with advanced business acumen and strategic insights.

Throughout my career, I have consistently exceeded performance targets, demonstrating a keen ability to manage resources efficiently and drive substantial growth. At Storm Reply, I have led the Cloud Native Architectures unit, successfully managing 15+ strategic customer engagements. My leadership has been instrumental in delivering a 25% growth rate, contributing significantly to the company's overall success.

My approach is centered on fostering a culture of excellence and innovation. I am deeply committed to customer satisfaction, ensuring that our solutions not only meet but exceed client expectations. My strong communication skills, analytical abilities, and entrepreneurial mindset have been key to building and maintaining robust relationships with over 20 clients and stakeholders, ensuring long-term partnerships and sustained business growth.

As I continue to lead and innovate, my focus remains on pushing the boundaries of what is possible in the realm of technology and business, ensuring that Storm Reply Roma remains at the forefront of the industry.

Professional Experiences

Storm Reply Roma - Rome, Italy

Oct 2024 - Present

ICT Consultant firm specialized in Cloud Computing technologies – <u>stormreply.com</u> Company Manager

- Supervised and created strategic account plans for most engaged customers. Portfolio included cross-market firms
- Established trusted relationships leading to an increased engagement and revenue
- Boosted total revenue generated 6M+ with enhanced margins
- Supervised 5+ new managers, on-boarded 30+ newcomers and guided team of up to 60+ people

Storm Reply – Rome, Italy

Jun 2021 - Sep 2023

ICT Consultant firm specialized in Cloud Computing technologies – <u>stormreply.com</u> Business Unit Manager

- Supervised and created strategic account plans for most engaged customers. Portfolio included cross-market firms
- Established trusted relationships leading to an increased engagement and revenue
- Boosted total revenue generated 4M with enhanced margins
- Supervised 3 new managers, on-boarded 20 newcomers and guided team of up to 40 people

Disclaimer: In compliance with the Italian Legislative Decree no 196/2003 and the EU GDPR 679/16, art. 13, I hereby authorize you to use my personal details contained in this document



Storm Reply - Rome, Italy

Dec 2019 - May 2021

ICT Consultant firm specialized in Cloud Computing technologies – <u>stormreply.com</u>

Principal Solutions Architect and Team Lead

- Led several strategic projects to success in complex scenario for enterprise customers
- Established trusted relationships with key customers and develop new business
- Chaired the Cloud-Native Center of Excellence and create partnership with CNCF (Cloud Native Computing Foundation)
- Authored for articles, presentations and public speech

Red Hat - Rome, Italy

Nov 2018 - Nov 2019

IT Vendor company focused on Opensource – $\underline{\text{redhat.com}}$

Senior Cloud Consultant

- Led large teams, 15-20 people, on complex projects
- Developed relationship with key customers; TIM and SKY
- Mastered agile methodologies as a Scrum Master
- Worked on Cloud Opensource products; Red Hat OpenShift

Storm Reply – Berlin, Germany

Jan 2017 - Oct 2018

ICT Consultant firm specialized in Cloud Computing technologies – <u>stormreply.com</u>

Cloud Consultant

- Specialized in AWS (Amazon Web Services) technology
- Built trust in an international team of 15 people from 6+ different countries
- Directed new team to conduct competitive analysis for market expansion; provided strategic recommendations for market diversification opportunity leading to address new opportunity in Cloud Native landscape

Accenture - Rome, Italy

Jan 2016 - Dec 2016

ICT Consultant firm - accenture.com

Cloud Consultant

- Worked on critical Contact Center platform for Enel, big client in energy & utilities
- Grown in a competitive environment with a huge team of more than 30 specialist
- Led innovative Proof of Concept to adopt Cloud technology in order to reduce cost and speed-up time-to-market

Catenate - Rome, Italy and Bern, Switzerland

Sep 2014 – Dec 2015

ICT Consultant firm specialized in TIBCO technologies – <u>catenate.com</u>

Junior Cloud Consultant

- Developed team working by collaborating in international team of 10+ consultants
- Improved coding skills on enterprise platform and crucial project
- Created new business on DevOps & Automation methodologies

Education

Executive Master of Business Administration (E-MBA)

2022 - 2024

POLIMI Graduate School of Management in collaboration with John Cabot University

Reply Management Programme

2022 - 2023

Communication Coaching, Sales & Negotiations, Brand & Value Creation, Effective Leadership

ESCP Business School

Bachelor's Degree in Computer Engineering

2009 - 2014

University of Rome Tor Vergata 110/110 cum laude

Languages

Italian: Mother tongue

English: Fluent

IT Skills

Excellent knowledge of Office Suite specially to manage spreadsheet and presentation. Deep knowledge of Cloud Technologies and AWS (Amazon Web Services). Expert on Cloud Native Landscape and Kubernetes world

Additional Information

- Member of NOVA, a Global Top Talent Network
- Volunteer at ANTAS ONLUS, Clowntherapy association in Rome
- Founder of Roma2LUG, the Linux User Group of University of Tor Vergata