

Andrea Mercanti



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Summary

Hi, I'm Andrea Mercanti, a passionate and results-driven leader in Innovation and Technology with over 10 years of experience in Cloud Native Architectures and the ICT industry. Currently, I serve as the Senior Manager responsible for the company Storm Reply Roma, where I am proud to lead a high-performing team of over 60 professionals. Together, we manage a thriving business that generates more than 6 million euros in annual revenue, achieving over 25% EBT.

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 – stormreply.com

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 – stormreply.com

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

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Storm Reply – Rome, Italy ICT Consultant firm specialized in Cloud Computing technologies – stormreply.com 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	Dec 2019 – May 2021
Red Hat – Rome, Italy IT Vendor company focused on Opensource – 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	Nov 2018 – Nov 2019
Storm Reply – Berlin, Germany ICT Consultant firm specialized in Cloud Computing technologies – stormreply.com 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	Jan 2017 – Oct 2018
Accenture – Rome, Italy 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	Jan 2016 – Dec 2016
Catenate – Rome, Italy and Bern, Switzerland ICT Consultant firm specialized in TIBCO technologies – catenate.com 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	Sep 2014 – Dec 2015

Education

Executive Master of Business Administration (E-MBA) POLIMI Graduate School of Management in collaboration with John Cabot University	2022 - 2024
Reply Management Programme Communication Coaching, Sales & Negotiations, Brand & Value Creation, Effective Leadership ESCP Business School	2022 - 2023
Bachelor's Degree in Computer Engineering University of Rome Tor Vergata 110/110 cum laude	2009 - 2014

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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