

Emanuele Fossati – Cover Letter

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Milano, Apr 26th, 2005

Dear Sir/Madam,

I come from a strong technical background; however, year over year, **my passion for business aspects has grown constantly** in parallel with my technical expertise: I had the opportunity to make the most of both passions.

I have always been working in consultancy: after some large implementation and integration international projects using web technologies, since 2002 my role has been **Senior System/Business Analyst** in a primary Telecommunications company.

My daily job is to coordinate teams in order to deliver **feasibility analysis**: the workgroup helps the business in investigations and analysis related to the IT environment, and it assists the business clients in proposing and implementing improvements.

To further develop my skills, I am searching for a similar business-facing role with more international exposure. I can offer a broad skillset in technical and business fields: you can see the details in my CV.

I hope that you find my profile well balanced, and you could arrange a meeting: we will be able to discuss in depth every aspect you are interested. I am available for first interviews on both my Italian and Irish mobile phones with a short notice, and I can fly everywhere for personal interviews when necessary.

Faithfully,

Emanuele Fossati

Emanuele Fossati – Curriculum Vitae

Milano, Apr 26th, 2005

Personal Details

Date of birth 9th February 1972, Milan. Italian nationality
Actual address Via * (Milano) – Italy
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Education

University Master of Science (Italian Laurea, 5 years - Dec 1999) in **Telecommunications Engineering**, Politecnico di Milano, mark **91/100**. Final project: communicative and technological aspects of Remote Teaching.
Contin. Education Program Management, Introduction to Financial Analysis, J2EE, OOAD/UML, Business Process Lifecycle, self studies in Economics and Finance

Skills

Business Business process (re)engineering: IDEF, Flowcharts, UML, BPEL
Business analysis: Requirement gathering, As-Is/To-Be/Gap analysis
Project Management methodologies and processes: RUP, Artemis, MS Project
Industry Sound knowledge of primary Telecommunications standard processes:

- **CRM (Corporate clients activation & retention)**
- **Salesforce management**
- **Contents Delivery and Revenue Sharing**

Tech Formal design procedures and methodologies: UML
Knowledge of many web-technologies: J2EE, XML/XSL, Web Services...

Strengths

Clear perspective Emanuele's vision is to develop a synergic and powerful set of skills in both technical and business/management areas.
Hard skills Deep general IT/Tech culture
Cross-competence analytical thinking in Tech, Economics and Social Sciences
Soft skills Emanuele is usually very well accepted by clients and teammates, and he is able to create a real collaborative environment sharing knowledge and ideas. He is very fast in learning and adapting himself to new and unknown environments

Languages

Italian Native language
English Very good comprehension of the written language, good mastery in working and social environments (Emanuele worked using English for 14 months)
French Intermediate, scholastic studies and practice during many travels in France

Professional Activities

Aug 2003-today A.T.Kearney A&T Italy / EDS Consulting Services - Senior Consultant

Client:Vodafone It **Business Analyst, Sales and Process Support area** (IT account management, process and system redesign, feasibility analysis delivery)

Main responsibilities: User Requirements validation, Workgroup (Business Users and IT analysts) selection and coordination, Project plan creation and monitoring, As-Is/To-Be/Gap Analysis documents using various methodologies (IDEF, Workflow, UML), final quality checking and business acceptance.

Main Topics: Corporate Sales Support and Commissioning processes, Revenue Sharing for Content Services, SIM Taxations

Feb 2001-Jul 2003 Deloitte Consulting Italy - Consultant

Client:Vodafone It **Business Analyst, Administration area** (IT account management, process and system redesign, feasibility analysis delivery)

(06/2002-07/2003) **Main responsibilities:** see above

Main Topics: BPR of a commercial offer (Mobile Telephone Sales for Corporate clients), Workflow for internal admin. processes, Revenue Sharing Process

Client:Swiss Bank **Developer and Configuration Manager.** Based in Lugano (CH), the bank set up his first e-banking solution, creating the entire infrastructure needed (organization, hw, sw and legacy systems integration)

(02/2001-05/2002) **Work carried out:** Emanuele worked in many technology, business and knowledge sharing roles. During the assignment he had the great opportunity to work in an international/multi-company large team, using English and French.

Main responsibilities: developing software solutions using J2EE/XML/XSLT, mapping use cases (UML), configuration management (Ant, Clear Case, CVS) and System Integration, setting up an internal team for the second project step.

Apr 2000-Jan 2001 State Service in a town council, Information Systems Office

Emanuele worked 10 months (it was mandatory in Italy) in designing the new town council information system and in managing the internal changing process.

Jan 1999-Apr 2000 Collaboration with Politecnico di Milano (Milano's University)

Realization and extension of the final degree project about Remote Teaching, Technical support for the Scientific Video Department, internal teacher.

1995-1998 Setup of an internet start-up (CoMedia s.r.l.)

In the first explosive years of the Internet, Emanuele set up, during the studies, a small firm very active in the net development; his responsibilities were administrative (Managing Director), commercial (negotiation with clients, trade fairs management) and technical (web technologies, publishing).

Emanuele left the company on 1998 in order to finish university studies; CoMedia s.r.l. is still (2005) operating profitably in the IT business.