

Flavio Terzi

CIO /MD/ IT SVP



Personal Info

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Date of birth

1963-07-08

LinkedIn

<https://www.linkedin.com/in/flavioterzi>

Languages

Italian

Native

English

Fluent

Skills

TLC – ICT- IT Fixed - Mobile - Broadband Product-Services- Infrastructure knowledge specifically applied to the Telcos

Advanced

Large Technology Business Transformation- Business Transition- Business Development Programmes

Advanced

A highly experienced CIO /IT MD Senior Executive Officer with experience of operating at senior committee-Group within large ICT organizations.

A proven track record of success, for 20+ years, delivering £multi-million, global, infrastructure IT, TLC, Mobile Broadband services and IT Transformation Programs to major blue chip ICT Operators across the globe.

Effective Management Capabilities of Multi-cultural/ Multi-geographies cross-functional Project Teams within Global Organizations. Commercially aware and results orientated with outstanding combined Technology and Business Development acumen .

Strong entrepreneurial mindset and track record, possesses particular strengths in driving any business growth from StartUp to large SME, with increased revenue turnover and profit margins. P&L Responsibilities.

Experience

2018-02 -

SENIOR EXECUTIVE ADVISOR

2018-06

BAX ENERGY- Renewables SW Solutions - Catania, Italy

- BaxEnergy is a multinational Innovative company that provides SW solutions in the Green Energy Sector such as ; PVT , Wind , Hydro and Biomass Power Plants, managing and operating more than 80GW utilities scale power plants worldwide.
- Senior Advisor for the CEO Office: Business Planning & Control, Business Strategy, Business and Corporate Organization

2017-09 -

SENIOR DELIVERY EXECUTIVE ADVISOR

2017-12

FUJITSU GLOBAL - Italy

- As part of a large global IT Cloud-Transformation Programme, the Account SDE acts as single point of contact for all the Service Delivery and governance issues from the Account perspective back into the Supplier's organization.
- End-To-End accountability of the management and account evolution with contractual business and IT strategy development, ongoing innovation and development throughout the lifecycle of the contract. Overall accountability for customer satisfaction, delivery excellence, and financial results for the accounts

2017-01 -

Group CIO - DIGICEL

2017-09

DIGICEL - Kingston Jamaica / TLC Leader Operator in Central America&Pacific

- Led the Group IT division of the lead Broadband Operator across the Caribbean and Pacific region, heading up a multi markets organization of 380 HCs.
- Drove the transition from an inefficient and geographically dispersed IT Organization to a new consolidated and rationalized Shared Service Centre model optimized in few Hubs.
- Drove and conceived the global Tech. Transformation Program , introduced a new IT Target Operating Model, a new Enterprise Architecture Practice and set the basis for the IT OSS/BSS evolution Strategy, driving the Business toward an innovative Outsource model that enabled a Run Rate Opex savings of 10Mln USD.

2009-09 -

CTO / MD Partner - ELY spa

2016-09

ELY spa - Milan Italy / Infrastructure and EPC company

- Conceived and developed the core business model "Free Energy" to lead ELY sales from €0 to over €20mIn in under 4 years, providing Renewable Energy Programmes and ICT solutions to public administrations and corporate markets.
- Headed up the Management and Implementation of full lifecycle engineering, procurement and project commissioning (EPC) technology infrastructure & operations across Italy, with over €70MIn investment.
- Public Investment Fund Raising, Fund Structuring experience to fund the corporate business plan.
- Board Member and CTO of ELY spa Group and Managing Director of the EPC subsidiary engineering company.

2007-01 -

BUSINESS DEVELOPMENT DIRECTOR- South Europe- PATNI

2009-09

Patni Computer System - London UK / Global ICT service company

- Responsible for new Business Development ITO-BPO, MVNO, IT-TLC

IT Outsourcing/ Shared Services / Cloud/ IT Operating Models

Advanced

Business Administration - P&L Management

Advanced

Contract negotiation, Stakeholders Management, Third Parties Management

Advanced

Business start up , Business growth , Business Strategy Entrepreneurship visionary

Advanced

Global Organisation / Matrix Governance models / Multi Geography / Multi Culture Team Mgmt

Advanced

Outsourcing/Offshoring services into new vertical markets across Southern Europe: Telco, Energy, IT Services Providers (CRM, MVNO, Q&A, BPO)

- Prepared and produced Regional Strategy plans to drive sales and develop the local brand awareness.
- Alliances and partnerships strategy. Public tenders mgmt. Acquisition of 2 new large Accounts in Italy in one year. Short listed in 3 major public tenders.

2005-09 -
2006-09

CIO - Cable&Wireless ISP

Cable&Wireless ISP BU- London UK

- Led the IT Department , providing technical and management guidance into the new Technology and Organization Business Transformation Programme , moving out from the Retail into the new Wholesale Business.
- Undertook the £10m, IT OSS/BSS Roadmap and architecture evolution : CRM, ERP, E-Billing systems and integration with industry leading provisioning systems , heading up 200 resources in the IT department.
- Member of the IT Directors committee chaired by the UK TLC Authority (OFCOM). Member of the Executive Management Group of the company.

2000-06 -
2005-07

HEAD OF DELIVERY GLOBAL SERVICE PLATFORMS

Vodafone Global - Dusseldorf - Germany

- Lead the Global Deployment Team, PMs, Global SI's and the VF OpCo's international virtual teams delivering global VAS&SDP platforms and services across the globe, as part of the cost reduction and Technology Transformation Programme: (VF Group Target savings: 3 Bln £ in 3 years).
- Innovative Service Delivery Platform: Global Project Organization Set UP, PM and Roll Out responsibilities in 10 Vodafone countries, worldwide (35Mln USD project value /60 resources)
- Regular member of the formal Technology Councils and CTO's Committees established between the Global BU and the Local Operating Companies

1994-06 -
2000-06

IT STRATEGIC PROGRAMME DIRECTOR - VODAFONE Italy

Vodafone Italy - Milan Italy

- Reporting directly into the CIO, he assumed the responsibility and the Programme Mgmt of the IT Strategic and Innovative Programs driving the implementation of a set of Premier Mobile Infrastructure & Services, such as Prepaid Card service; VoIP service, IP CRM, Voice Portal, Voice& Data Infrastructure.

Education

1984-09 -
1990-02

Polytechnic of Milan - Electronic Telecommunication Engineering - Master Degree

Certificates

1990-02

Master Electronic Telecommunication Engineering

2014-10

Certified Engineer ICT Service Delivery & Operations

2011-02

Associated Engineer, Civil-Industrial-Information (The Milan Order of Engineers-Milan).

2010-12

Business Administration Management and other Technical courses

References

Vodafone Global - Director Service Development - Reference Letter available upon request

Huawei - VP Carrier Network UK&Ireland - Reference Letter available upon request

Fujitsu Global - MD Italy- Reference Letter available upon request