



# GIANLUCA DAVICO

## MANAGEMENT CONSULTING EXECUTIVE

📍 CH: Im Gatter 3 – 8121 – Benglen (ZH)  
IT: Via del Merlo 12 – 10090 Villarbasse (TO)  
📞 CH: +41.763.655.355 | IT: +39.328.72.35.398

✉️ gianluca.davico.ch@gmail.com  
★ Italian Passport  
★ Work permit for Switzerland "B"

### SKILLS

- Management Consulting
- Practice Management
- Strategic and Business Planning
- Leadership
- Business Acumen
- Delivery Industrialization
- Process and Business integration
- F&PM: Management Accounting, Budgeting, Forecasting, Reporting
- APICS-CPIM Body of knowledge
- MPC: SOP, MPS, MRP, RP, RCCP, CRP, PAC
- QTC: CPQ, CLM, OM
- Inventory Management
- Management Framework (Lean, Six Sigma, TQM, TOC)
- Labor Cost Budgeting

### IT APPLICATIONS

- ERP: SAP
- BI/Reporting: SAP BI, Hyperion, Tagetik
- CRM: Salesforce
- QTC: CPQ & CLM

### LANGUAGES

- Italian (Native)
- English (Advanced)
- French (Elementary)

### PROFESSIONAL BIO

★ I'm a Sr. Executive with an extensive experience in Management Consulting, Strategic Account Management and Consulting Practice Management ★ I've developed my career at Accenture along 16 years engaged to the Management Consulting practice (Finance & Performance Management) up to the role of Account Lead ★ Co-founder and Chief Revenue Officer at Sportrube.it, a Tech Start-Up operating in the Sport & Entertainment market up to 2015 ★ In 2016 I've joined Apttus as VP of Professional Services, with responsibility to grow the South EMEA practice and to lead their largest global strategic account ★ Due to changes in the chain of command, I'm leaving Apttus and taking a short leave to achieve the APICS certification in Supply Chain.

### CONSULTING EXPERTISE

★ During my career I had the opportunity to help several clients operating in different industries, mainly Industrial, Automotive, Pharma and Travel & Transportation ★ I've focused on a wide domain of processes and enterprise functions spanning from Sales & Marketing, Cross-Functional Supply Chain, Finance & Performance Management and HR Management, developing a wide knowledge of the core enterprise processes and the ability to comfortably interact at C-Level

### MANAGEMENT AND LEADERSHIP EXPERIENCES

★ 12 years in management positions of increasing responsibility ★ 7+ years of excellent track-record in strategic account leadership roles achieving multimillion sales ★ 3 years leading a regional consulting practice ★ 4+ years in an entrepreneurial role with particular focus on Marketing and Sales development ★ More than 10 years of experience leading large multicultural teams and governance of complex transformation program ★ Relevant network at C-Level

### MAJOR ACHIEVEMENTS

#### Apttus

★ Origination and launch of first Italian customers ★ Initiated the partnership with System Integrator local practices ★ Delivered the largest Apttus program (5 business units; > 8,000 users) managing a budget > \$6 Mio pe year ★ Achieved record PS sales in 2017

#### Accenture

★ Developed the largest IE account in Italy for 3 years in a row (2013 – 2016) achieving sales > \$20 Mio ★ Developed the largest Pharma account in Italy for the F&PM service line (2011-2013) ★ Accenture SME for Corporate Performance Management in the industrial sector.

#### Sportrube.it

★ Developed the Sales & Marketing function creating a team of 6 Sales Reps and establishing all processes and tools (marketing strategy, pricing, contracts and campaigns) ★ Achieved about 100 subscriptions in the first year for the launch on the Italian market ★ Established co-marketing partnership.



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## PROFESSIONAL EXPERIENCE

### **APTUS**

Zurich (CH)

June 2016 – September 2018

### **Vice President – Professional Services**

- Global Program Director to lead the largest global strategic account
- Professional Services Lead for South EMEA

#### **Achievements as Global Program Director**

- SaaS deal > \$6 Mio ACV and implementation services > \$10 Mio annual budget
- Go-live one division in 2016, and other 5 divisions in 2017 for a global CPQ/CLM implementation (> 8,000 users live) covering full spectrum of quotation model (ETO, MTO, ATO, MTS) coordinating a team >70 consultants
- Won several multi-million extension change orders
- Significantly improved client relationship and Apttus dependability
- Coordination of several initiatives (Apttus and Partner driven)

#### **Achievements in EMEA**

- Originated first customers in Italy for a total 4 Mio\$ SaaS contract value plus 1,5 Mio\$ Implementation services
- Achieved first Italian go live in 2018
- Pipeline generation for 2018 and 2019
- Started the alliance with Accenture Italy in 2017
- Originated two new alliances with other system integrators in 2018

#### **Other**

- Member of the Strategic Account development team
- Achieved record PS sales in 2017

### **Accenture**

Bologna (IT)

June 2013 – June 2016

### **Client Account Lead – Industrial Equipment**

- Drive origination, sales, revenues, margin & CSAT for the customers under my responsibility
- Lead the F&PM service line for Industrial Equipment in Italy
- Lead largest transformation program in Italy for an industrial client

#### **Achievements**

- Originated and developed the largest Italian account for Industrial Equipment for 3 years in a row, securing a 5 years deal > \$20 Mio to drive a 360 degrees Finance and SCM transformation program and application outsourcing
- Successfully completed the transformation program impacting core processes: Demand Management, Supply Chain, Manufacturing Planning and Control and Finance), driving a team of 6 Delivery Leads and a total team > than 30 people
- Originated about 1,5 Mio\$ Sales for F&PM service line per year



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### **Sportribe.it**

Turin

September 2012 – June 2015

### **Co-Founder and Chief Revenue Officer (part time)**

"Sportribe.it" is a sport-marketplace startup joining sport venues and sport community.

#### **Responsibilities & Achievements**

- Manage the incubation up to the launch activity
- Build up the sales department defining strategy, pricing, contracts, hiring and managing a sales team up to 6 people
- Achieved about 100 subscription at launch.

### **Accenture**

Milan (IT)

December 2011 – June 2013

### **F&PM - Account Lead for Pharma customer**

- Lead the F&PM service line activities for the largest Italian Pharma customer, with accountability over origination, sales, revenues and margin for the service line

#### **Achievements:**

- Sales and delivery of several initiatives focused CPM (i) Group Budgeting and Reporting; (ii) R&D projects planning; (iii) Global Commercial Operations plan (S&OP); (iv) Management accounting revision
- Achieved about \$3 Mio sales for F&PM

### **Accenture**

Turin (IT)

October 2007 – December 2011

### **F&PM – Manager / Sr Manager – Automotive**

- Lead F&PM projects within Automotive customer segment
- Lead PMO Office for largest FCA group program for Spare Parts business between 2008 and 2010

#### **Achievements:**

- Delivered several project initiatives including: (i) Fiat Serbia full roll-out (SAP R/3 + SAP BPC + other custom applications) covering Finance, Industrial Controlling, Product costing and plant logistic; (ii) SAP BI Management Reporting for ITT Motion Technology Group; (iii) Fiat Group Common Spare Parts Business Intelligence; (iv) Mini-MBA course for Iveco Sales executive in collaboration with Turin SAA School; (v) PMO lead for the Fiat Common Spare Part Program
- Origination of \$ Multimillion sales as a solution and deal shaper

### **Accenture**

Turin (IT)

May 2000 – September 2007

### **F&PM Business Analyst, Consultant and Manager**

- Design and build solutions in the F&PM domain (CPM, Budgeting & Forecasting, Controlling and Management reporting)
- Subject Matter Expert on HR planning and labor cost planning

#### **Achievements:**

- Successfully designed and implemented several CPM solutions for different customer & Industries (Leading Italian Cruise line; Leading Italian Airline; Leading Luxury Apparel and Haute Couture Group, Leading Automotive Design and Engineering)



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- Team-lead for the 1st SAP Real Estate Italian implementation for a Large Group of Banks

## EDUCATION

### UNIVERSITÀ DEGLI STUDI DI TORINO

May 2000

### Degrees In Economics and Business Administration

- Focus on Business Administration and Controlling
- Final exam: evolution of controlling models in the Automotive industry
- Graduated with 110/110 with full honors

### APICS

In progress

### CPIM Certification

- MBA equivalent certification focused on Manufacturing & Supply Chain best practices, Finance basics and Management Philosophies (Lean, Six Sigma, TQM, TOC)
- Completed all the classroom, I'm currently completing the certification path with examinations scheduled by end of 2018

## OTHER

**ICE3POLE**  
2012

Defined the go to market strategy and new market identity for "Ice3Pole", the new entity managing the Curling Ice Ring After Turin 2006 Olympic games

## REFERENCES

**Nicola Fainelli**

**Group CIO @ Scorpio**

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**Marco Cornelli**

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## ANNEXES

**Annex 1 & 2**

**Reference Letters ABB and Scorpio**

**Annex 3**

**Education: University Diploma and APICS Courses Certificates**