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Reserved staff

To: Human Resources Manager

Dear Sirs,

I have been working for more than 23 years in the IT sector of Information Technology, linked to the improvement of business processes, organization, and information systems, covering roles of increasingly greater responsibility in companies such as CSC and Accenture.

I have acquired strong skills in the coordination and management of large projects, often international, mainly with the aim of streamlining processes and implementing large application systems (typically with Digital Transformation impacts). I have had the opportunity to collaborate with many companies in the Financial Services sector, especially in the Financial Services sector, but also in Insurance.

From a functional point of view, I have gained my experience mainly in "Product Management" in the following areas:

- **Digital Marketing** (Content, Commercial Engagement, Digital/Web Analytics, Social Media)
- **Marketing** (analytical CRM, Business Intelligence, Data Warehousing and Big Data)
- **Credit Risk Management** (IAS 39 Compliance Impact Process)
- **Credit Cards** (issuance, acquisition and innovation)
- **Digital Health Insurance**

From a **technical point of view**, I have always collaborated in close contact with the development team, personally following:

- The best architectural choice based on the Customer's requests and the results of the preventive assessment of the AS-IS, TO-BE and Gap Analysis situation based mainly on scalable and modular microservices in a hybrid environment (Cloud and On Premise)
- The development of complex architectural solutions based on Java, .NET, Python, PHP, Angular 2, Data Driven and Business oriented
- Use of CI/CD tools such as GitHub, Azure DevOps, Jira. ALM and PMO such as Microsoft Office suites and open source
- The final phase of UAT testing in collaboration with the Business

From a **Project Management point of view**, I have gained consolidated and recognized experience in the field of IT Governance to support Business and IT for strategic decisions and main Innovation Programs. I follow both the classic waterfall and agile methodology and/or a hybrid between the two. Lately I hold the role of **Managing Director**

From a commercial point of view, I have acquired solid experience in supporting the commercial network in the drafting of Commercial Offers (drafting of the SOW - Statement of Work, technical annex to the offer and BC, economic business case of the opportunity and/or tender). I also cover the role of **Business Development**

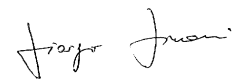
I also support the Manager in the process of selecting and hiring new resources and monitoring performance.

I believe that the experiences gained, and my professional profile could be of interest for a company like yours, therefore, I attach my CV to provide some additional elements for evaluation.

I await your feedback and consider me - right away - available for a possible meeting, which I hope will be of mutual interest.

Best regards

in faith
(Giorgio Giussani)

A handwritten signature in black ink, appearing to read "Giorgio Giussani". The signature is fluid and cursive, with the first name "Giorgio" and the last name "Giussani" clearly distinguishable.