

Giorgio Giussani



Personal data:

- born on 06/07/1972 in Saronno (VA), Italy
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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, holding roles of increasing responsibility in companies such as CSC, Accenture, AGS – Advanced Global Solution and now in Brain Management. I have acquired strong skills in the coordination and management of large, often international projects, 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 **Banking**, but also in Insurance.

Professional experience:

Agilex (2024): Managing Director and Business Development: within the E.Va. Energie Group I am responsible for managing Agilex and the Value Proposition in synergy with Primaton with the aim of increasing sales volumes, rationalizing costs and start offering Professional Services to the market as well

Results:

- I supported an immediate increase in monthly EBITDA from 5% to 22%

Brain Management (2023): Business Solution Manager, within Delivery, supervised the global performance of the Projects Services portfolio with the aim of achieving the customer's economic target, Delivery on time, Delivery on target, Delivery on Budget

Results:

- I supported the CEO in the organizational transition to create a Digital Hub within the Step Group

AGS – Advanced Global Solution (2019 – 2022): Business Unit Manager, I supervised as **CDO** (Chief Delivery Officer), day by day all the initiatives within the Software Factory in terms of Delivery Management, Project Management methodology, with the aim of developing an innovation-oriented, proactive and Business Oriented methodological approach in the FSI (Banking), Health (Pharmaceutical and Healthcare) and Telco sectors.

Results:

- I built a team that peaked at 73 FTEs and then stabilized at the average 50 FTEs. Since my arrival, turnover has dropped to less than 10% per year, I have promoted more than half of the Resources by merit
- I introduced an industry standard accounting with a margin target of 30% achieved after one year of activity on an annual managed budget (approx. 5M€ per year)

ACCENTURE (2015 – 2019): Digital Transformation Manager, I contributed to the digitalization process of two important multinational groups within the FSI (Financial Services Industries) sector

Results:

- **BNP Paribas Group – Cardif Assicurazioni Vita (2018-2019):** Coordinated the implementation and production of an innovative and Digital Insurance Product (APP, tele-visit and Digital Medical Record), released on schedule, for the first time together with an innovative Start-up
- **UniCredit Group (2017):** Implementation of a **Cross-Selling Machine Learning module** for the Data & Analytics area of CEE Countries, working in an "agile" mode and with an international context with success recognized by the Client
- **UniCredit Group (2014 – 2016):** GIMB program for the revision of the public and private website and implementation of the Commercial Engagement strategy and standardization of the Group's **Web Analytics** system

ACCENTURE (2011 – 2014): **Management Consultant Manager**, within the **Credit** area of the Italian Banking Group **UniCredit** I managed a series of strategic initiatives (5M€ total) also coordinating more than 40 FTEs.

Results:

- **UniCredit Group (2014):** in the **Credits Loans** Area, I managed a portfolio of projects for the Bank of Austria (approx. 4M in total) for the Product Credit Line
- **UniCredit Group (2013): Credit Cards:** I supported the integration of UniCredit Bank Czech Republic and Slovakia for the Credit Cards area, with the involvement of many international structures
- **UniCredit Group (2011 – 2012):** in the Credit Risk area, I participated in the **Team Governance for this multi-year program for the creation of a new tool for the calculation of the Impairment (NPL non-profit loans - IAS 39 compliance) of Credit for the German Bank HVB**

ACCENTURE (2007 – 2011): **IT Manager**, I dealt with IT aspects related to Application and Change Management, System Migration and Compliance with European Directives (Basel 2)

Results:

- **UniCredit Group (2011):** for the **Foreign Branches** Area, I supported the structure that deals with UniCredit's foreign branches and participated in the "green-field" design of UniCredit Bank of Libya
- **BNP Paribas Group – "Banca Nazionale del Lavoro" (2009 – 2010):** implementation of the Corporate and Public Administration Sales WorkStation, including the formation of the network on the national territory
- **Intesa Sanpaolo Group (2008 – 2009): Medio Credito Italiano and Credito Industriale Sardo migration and integration project within the "K2" and "ABC Programme",** design and analysis of the CDM (Customer Data Management)
- **Crédit Agricole Group – Cariparma (2008):** Datawarehouse implementation for Basel II Credit Risk Management

ACCENTURE (2006 – 2007): **Consultant** area CRM (Customer Relationship Management)

Results:

- **Eurizon Financial Group (2006 - 2008):** implementation of the Enterprise Datawarehouse for Strategic Marketing and Management Control ("Eurizon Vita", "Banca Fideuram" and "Eurizon Tutela")

CSC (1999 – 2006): **Business Intelligence Consultant**, I contributed to the creation of the Business Intelligence Competence Center and worked for the following cross industry clients Eurizon Financial Group, Deutsche Bank (including Prestitempo), Poste Italiane, ENI and Il Sole 24 Ore Group.

Before 1999 I worked as an Industrial Expert while attending the University in the evenings.

Training and Certifications:

- Innovation Manager enrolled at MIMIT (2023)
- ESG and Sustainability Path at Manageritalia (2023)
- Program and Project Management School in Chicago, IL (USA) with Accenture
- Degree in Economics and Commerce from the Catholic University of Milan
- Diploma of Industrial Expert in Electrical Engineering obtained at the I.T.I.S. "G. Riva" of Saronno (VA)

Computer Knowledge: main Windows/Office tools and main Business Intelligence, Data Warehousing and ETL tools

Language skills: Written and spoken English at upper-intermediate level, French at school level

I authorize the processing of personal data contained in my curriculum vitae according to REGULATION (EU) 2016/679 ("GDPR")

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