


PERSONAL INFORMATION

Alessandro Immobile Molaro

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POSITION

Business consultant

WORK EXPERIENCE

05/05/1999–09/11/2000

Business analyst

A&G Srl, Turin (Italy)
<http://www.a-e-g.it>

Junior process analyst, financial services.

Business or sector Financial and insurance activities

10/11/2000–10/04/2007

Business consultant

Accenture, Turin (Italy)
Accenture.com

Senior client relationships (including CIOs and CFOs) and experience organizing and facilitating organizational processes.

- Implementation of reporting system and the monitoring progress of development projects management in a leading Italian banking group.
- Analysis of services to be outsourced and definition of billing drivers; responsible for the activation of the new operating model in a regional Italian bank.
- Supporting CFO of a major Italian bank in the introduction of new accounting standards within the general accounting and credit.
- Leading management in compliance projects for credit activities and risk management, for primary Italian banks.

Some companies: Banca IntesaSanpaolo, Banco di Napoli, Banca Popolare di Vicenza, Sec Servizi, Fiat GeVa S.p.a

Business or sector Financial and insurance activities

11/04/2007–Present

Business consultant

Free lance consultant, independent advisor, Turin (Italy)

Multiple Italian leading companies relationships (including CEO, CIOs, CFOs and shareholders) and experience in performance management and business opportunity development.

- Strategic consulting (incl. Strategic development plan and guidelines, B2B&C development, Structural reorganization, Outsourcing strategy, etc.).
- Product/Service development and communication strategies (incl. Concept identification and testing, Target - Profile identification, Communication personalization, etc.).
- Digital (incl. Digital concept development, Digital services personalization, Digital culture diffusion, etc.).
- Start-ups Mentorship & Problem Solving.
- Project management (IT and Organization).
- Commercial M&A.

Some companies: Acovent, Alpitel, Confartigianato, Cosmonova, Elivend, Figli di Rigo Andrea, Finitex, Happich e GHE Group, ITS e SIRM, Massano, Olimpo Biomedics, Tecno Electric, TNT Global Express, Weruska & Joel, Kemia Tau, others smaller.

Business or sector Financial and insurance activities

Related document(s): AIM_cv ENG 2019.pdf

EDUCATION AND TRAINING

15/09/1986–31/07/1990	Scientific High School Liceo Scientifico Evangelista Torricelli, Somma Vesuviana (Italy) http://www.liceotorricellisommavesuviana.edu.it	EQF level: 4
10/10/2000–15/07/2006	Degree in Economics Università Pathenope, Naples (Italy) https://en.uniparthenope.it	EQF level: 6
10/09/1996–05/09/1998	Trainee Chartered Accountant Prisma Consulting, Naples (Italy) http://www.prismasas.it	
20/09/1998–10/04/2000	Master in Business Administration SAA - Turin University, Turin (Italy) https://www.saamanagement.it	EQF level: 8
10/11/2000–10/04/2007	Accenture course and training Accenture, St. Charles (Illinois) (United States) Accenture.com Accounting and finance Process analysis Coding Compliance	

PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	C1	B1	B1	B2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
[Common European Framework of Reference for Languages](https://www.europecollege.eu/CEFR/)

Communication skills
Confident, articulate, and professional speaking abilities
Empathic listener and persuasive speaker
Writing creative or factual
Good presentation and negotiation skills

Organisational / managerial skills
In Accenture I worked always as project management. Over the years I have developed hard skills and methodologies about organisation and ability to manage people, time, resources and issues.

Creating and keeping deadlines, delegation, goal setting and meeting goals, decision making, team management, project management, problem solving, teamwork, team leadership, strategic thinking, implementing strategy.

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Independent user	Proficient user	Basic user	Basic user	Independent user

Digital skills - Self-assessment grid

- Autorizzo il trattamento dei miei dati personali ai sensi del Regolamento Generale sulla protezione dei dati (RGPD 679/2016), compreso il trattamento di eventuali dati particolari" e della Direttiva (UE) 2016/680 del Parlamento Europeo e del Consiglio del 27 aprile 2016.

