

# MARCO POSSENTI



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## PROFESSIONAL PROFILE

I’m an expert in Information Technology, I create development consultancy and IT support, I project and realize personalized software for my clients real needs.

I have a high capacity for empathy, leadership with guidance and finalizing the results. I have a passion for the world of technological innovation and the evolution of the International Marketplace, I’m constantly looking for new ways to learn and improve. I take upgrading courses, I study commercial programs, never underestimating the administration and the importance of development with tests on the field, before arriving to the results that I want to obtain for me and then for my customers.

In the sales and relational advice area, my strength is constituted by my ability to know how to listen and analyse the real needs of customers, then develop a project that can actually serve to prove solutions established and effective.

**I believe in the job based on seriousness, honesty and the importance of giving the customer a great service and not only conclude a mere sale.**

In 2002 I founded EVOLUTION TECHNOLOGY, a company that operates with two offices, one in Italy and one in Colombia, developing advanced information technology consulting services in both the public and corporate worlds, bringing assistance and developing projects in various business sectors.

For some large Italian companies I'm currently chief information officer (CIO). I Coordinate carefully with all technological innovation processes that require this type of organization, depending upon the specific sector in which they operate. Always trying to be careful about quality/price that we want to maintain.

We’ve just started, but with great enthusiasm and satisfaction, Evolution Technology has recently expanded its field of action in other countries, developing the activity that thrill us.

## ACADEMIC FORMATION

- **JUNIOR HIGH**  
FARA GERA D ADDA  
1987

☐ **HIGH SCHOOL**  
**IPSIA**  
**POLO TECNICO PROFESSIONALE INDUSTRIALE "O. MOZZALI"**  
**1990**

☐ **MICROSOFT VIRTUAL ACADEMY**  
**IN PROGRESS**

I am a person that constantly searches knowledge and constancy follows all market developments in the world of automation technology and it is for this reason that I am also a certified partner of many companies who wanted to believe and recognize in me strong capacity not only selling, but also of business culture:

- ☐ Microsoft Partner Network ( ID #4145889 )
- ☐ Microsoft Cloud Partner
- ☐ Kaspersky Lab Reseller
- ☐ Fujitsu Partner
- ☐ HP Partner Program
- ☐ Cisco by Linksys Value Partner
- ☐ Lasersoft Partner
- ☐ ASEM Partner
- ☐ Microsoft Virtual Academy
- ☐ Danea/soft gruppo Team System
- ☐ Custom
- ☐ MDR Italmoduli

## KNOWLEDGE AND SKILLS

|  |  |
|--|--|
| Operating Systems<br>( complete )          | Windows XP, Vista, 7, 8, 8.1, 10 – Windows Embedded – Windows Pos<br>Windows Server da 2003 a 2012 ( Foundation, Small Business e Standard )<br>Android – Ios – Windows Mobile<br>Unix, Linux / CentOS 6.x ( basic knowledge ) |
| Microsoft Office<br>( complete )           | Word – Excel – PowerPoint – Outlook – OneNote – Access – Delve – Sway –<br>Project – Visio   |
| Microsoft Office 365<br>(complete )        | WebApps – SharePoint – Exchange OnLine - OneDrive e Skype for Business   |
| Microsoft Cloud<br>( very well )           | Microsoft Azure  |
| Gestione Servizi Web/Cloud<br>( complete ) | Kaspersky Security Center + Kaspersky Endpoint for Business<br>( Currently my structure manages more than 150 PC's connected )   |
| Web Languages<br>( very well )             | PHP – Html – CSS – MySQL ( basic knowledge of ASP.net e Python )   |
| Framework<br>( base )                      | Zend – Symphony - CakePhp  |
| Sistemiche di base su<br>( complete )      | Apache – MySQL – IpTables – Php5 – DirectAdmin   |
| Programmi grafici<br>( complete )          | Photoshop – Corel Draw – Paint – Gimp – Imaging  |

|                                   |   |
|-----------------------------------|---|
| Web editor<br>( base )            | Dreamweaver – Zend Studio – Eclipse – NetBeans                |
| Database Management<br>( base )   | MySQL – Access – PostgreSQL -                                 |
| CMS ed Ecommerce<br>( very well ) | WordPress – Modx - Joomla – Magento – PrestaShop - OsCommerce |

## WORKING EXPERICE

### EVOLUTION TECHNOLOGY

CEO & Founder – IT Director  
June 2002 ( STILL RUNNING )

Evolution Technology is a company built and developed by me, it develops computer support and consulting, design and implementation of custom software including data migration and its analysis. As the owner I personally know all my customers for whom all are careful analysed before any work. Currently working with us as employees or freelancers there are 12 people and each of them with specific tasks and quality. In my main assignments I work on:

- Draw and run the development plans of the organizational assumptions
- set goals and objectives
- lead company's labour relations organizational
- establish and maintain a strong relationship with customers
- Create proper diagnose and fix needed requests

#### Accomplishments achieved:

- continued growth of the company in 15 years
- today more than 550 customers trust us
- an annual average of 680 assists made
- 95 active suppliers 15 of which certified
- current development of over 75 certification annual projects

### Senior System Administrator Microsoft

I am currently working for 18 companies in the development of the ICT network architecture where I have excellent technical skills for managing, configuring and deploying technologies aimed at Cloud, like **Windows Server, SharePoint e Office 365**.

### Account manager

I am currently working with 5 Partner companies of direct relationships with their customers because I have excellent technical skills in selling complex IT solutions and services and I also have a good knowledge of the areas of the territory in which we are operating at present. I think I have a strong entrepreneurial skills, as well as a strong results orientation. In addition, they are able to develop and manage their own customers, create new business opportunities and strengthen existing ones.

### S.T.L. Srl

Head of Department  
From 1995 to 2002

- Responsible for the planning and development of the Department's assumptions that I was designated
- production control and product quality management developed
- personnel management dependent on 3 shifts and organization of their work
- customer contact and thorough check of their needs

#### Accomplishments achieved:

My ability to establish and maintain contacts with clients, highlighting their respective needs, gave me the ability to manage customer satisfaction and find effective solutions. This also led and encouraged a steady growth of the company, allowing an organizational expansion which was reflected in increasing numbers and exponential of employees hired and buy new machinery to high production performance.

#### REFERENCES IN COLOMBIA

- **Prof. William David Velásquez Ramírez**  
University Teacher of Medellin – Colombia  
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- **Erika Janeth Marín Granada**  
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Director and Founder – ARTMEDICA SAS  
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#### REFERENCES IN SPAIN

- **Dr. Juan David Granada**  
System Engineer  
University Teacher of Rey Juan Carlos – Madrid Spain  
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#### REFERENCES IN AMERICA

- **Arct. Marco Dellavalle,**  
Administrator and Urban Planner  
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#### REFERENCES IN ITALY

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