

Antonio Davoli

Engineer with solid experience in tlc and ict projects

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Rome (Italy)

birth on 1964



EXPERIENCE

Sales Manager/Bid Manager/Project Manager

[Delco SpA - ComApp Srl](#)

2000 - April 2018 Rome

System Integrator of Contact Center Solutions, Unified Communication

- ✓ Business development and value added offering and selling
- ✓ Responsible of Rome Branch (until 7 people)

Previous Jobs

[Saritel \(1996-2000\) - Alenia \(1992-95\) - Biotronix \(1990-92\)](#)

1990 - 2000 Rome

I started my work career as a software developer (Biotronix) and then I moved to the role of network and mainframe system engineer (Alenia), then I directed me to project management and finally to pre-sales until the current position on Sales (Saritel - Telecom Italia Group)

Managed Customers

- ✓ [Enel](#),
- ✓ [Wind](#), [Tiscali](#), [Telecom Italia](#), [BT](#),
- ✓ [Almaviva](#), [Trenitalia](#), [American Express](#)
- ✓ and others [Small and Medium Enterprises](#)

EDUCATION

Electronics Engineer

["La Sapienza" University of Rome](#)

1984 - 1990

GPA

110 / 110

Scientific High School

["Galileo Galilei" of Lametia Terme](#)

1978 - 1983

GPA

60 / 60

STRENGTHS

★ Talents and plus

- ✓ Negotiation, vision, proactivity, problem solving, analytical skills
- ✓ Design of computer architectures and TLC systems (CTI, VoIP, IVR, Voice and Speech Processing, Unified Communication, Ip-pbx)
- ✓ Project management of complex projects in the ICT field
- ✓ Software programming in C ++, C, Pascal, Fortran, Basic, Html
- ✓ At the moment I am learning Agile PM (Scrum), cyber security (I want to acquire a certificate) and GDPR regulation for enterprises

ACHIEVEMENTS



Sales on Energy/Utility market

Management of cumulative Sales Orders for a volume of about **45 Millions of Euro (2000-2018)**



Sales on Telco market

Management of different sales orders from the main Telco operator in Italy with economic volume of **5 Millions of Euro (2000-2018)**



Certifications

Sales Certification on Genesys, Nuance, Avaya, Verint, AudioCodes, Sangoma
-Technical-Certification on Skype for Business (2015)

LANGUAGES

English

Intermediate (B2)



French

Intermediate (B1)



Italian

Native



PROJECTS

Managed Projects

Management of projects on telemedicine, sea pollution R&D and monitoring, remote sensing (1990-1995);

Management of projects on voicemail and sms systems on PSTN (1995-2000);

Management of projects on Call and Contact Center Solutions, Sip/VoIP, Unified Communication, Speech technology and Speech Analysis (2000-2018)