

# ROMEO PRUNO CV

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## WORK EXPERIENCE

02/01/2020 – CURRENT Milano, Italy

### BUSINESS DEVELOPMENT STRATEGIST MICROSOFT

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- Crafted the go to market for manufacturing in Italy, Turkey, and Saudi Arabia
- Secured partnerships with industry leaders PTC, Siemens, and Schneider
- Achieved a 23% increase in market share by focusing on smart factories, supply chains, product innovation, and workforce digitization

02/01/2012 – 02/01/2020 Milano, Italy

### ENTERPRISE ARCHITECTURE MANAGER MICROSOFT

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- Responsible to led team of 10-15 resources
- Delivered programs worth over \$100 million for Microsoft's key clients in the EMEA region
- Drove a 75% increase in enterprise agreement financial growth over the latest three years

02/01/2010 – 02/01/2012 San Benedetto del Tronto, Italy

### CTO METISOFT

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- Developed training to target Microsoft Gold Certification for the assigned Service Line
- Led diverse groups of engineers, product specialists, and account executives (up to 15 resources)
- managed a P&L of about EUR 17M

02/01/2007 – 02/01/2010 Urbino, Italy

### PRODUCT DEVELOPER IT CONSULT

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- Launch the product three months before the schedule
- Managed a team of +7 software engineers
- Developed the go-to-market strategy of the product in collaboration with the marketing unit and partner representatives

02/01/2005 – 02/01/2007 Camerino, Italy

### UNIVERSITY RESEARCH ASSOCIATE UNIVERSITY OF CAMERINO

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- Member of eGov group in the field of semantic cooperation between expert systems
- Assistant professor to faculty courses: "UML" and "Web 2.0" for about 100 hours
- Responsible to professional training of Minister of Education (URPS Regione Marche) for about 300 hours
- Tutor responsible for "Reti di Calcolatori" course for about 100 hours
- Organized two editions of Unicam e-Gov summer camp for about 50 hours
- Joint and Presented to seminars and workshops related to Regione Marche project Cohesion

02/01/2021 – 02/01/2022 Milano, Italy

### DIGITAL MASTER Insead

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Website <https://insead.com>

02/01/2001 – 02/01/2005 Camerino, Italy

**BACHELOR DEGREE** University of Camerino

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**Website** <https://www.unicam.it>

Milano, Italy

**AZURE SYSTEM ADMINISTRATOR** Microsoft Certified Program

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Milano, Italy

**SHAREPOINT ADMINISTRATOR** Microsoft Certified Program

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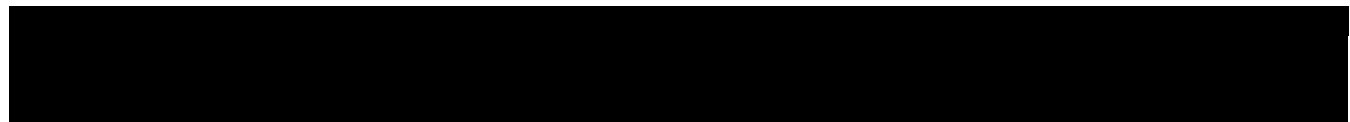
## LANGUAGE SKILLS

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Mother tongue(s): **ITALIAN** Other

language(s):

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	productionSpoken	interactionSpoken	



*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## ADDITIONAL INFORMATION

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### EDUCATION AND TRAINING

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## PUBLICATIONS

[Ontology-Driven development of Intelligent Documents](#) – 2007 Write here the description...

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R.Pruno, F. Corradini, A. Polzonetti, F. De Angelis

[Document Exchange Methodology for Collaborative Work in e-Government](#) – 2006

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R.Pruno, F. Corradini, A. Polzonetti, L. Forastieri 10.1109/DEXA.2006.54

[Social Enterprise Architecture: Towards an Extendable and Scaleable System Architecture for KM](#) – 2006

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R.Pruno, F. Corradini, A. Polzonetti, R. D'Angelo 10.1109/DEXA.2006.129

[AN INTEGRATED FRAMEWORK FOR DOCUMENT MANAGEMENT: THE ROLE OF SEMANTIC AND ADMINISTRATIVE COOPERATION](#)

– 2006

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R.Pruno, F. Corradini, A. Polzonetti, A. Sergiacomi [eGovernment Administrative and Semantic](#)

[Cooperation: The Role of "Intelligent Documents](#) – 2006

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R.Pruno, F. Corradini, A. Polzonetti

[COLLABORATIVE PORTAL EXAMPLE FOR EDUCATIONAL OPERATORS](#) – 2005

R.Pruno, F. Corradini, A. Polzonetti

[Eyes on You: Analyzing User Generated Content for Social Science](#) – 2005

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R.Pruno, C. Fonio, F. Giglietto, S. Pedrioli, L. Rossi

[Social Enterprise Architecture: Extendable and scaleable system architecture for Information System Interoperability](#)

– 2005

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R.Pruno, A. Polzonetti, R. D'Angelo

## DIDACTICAL ACTIVITY

02/01/2004 – 02/01/2006

**Correlator of University Thesis**

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I have been a correlator of three thesis:

- Politiche di CRM per l'e-governement (Laureando Fabio Tordini)
- SharePoint products and technologies: pianificazione, progettazione e sviluppo (Michele Ciampichetti) • SharePoint products and technologies: studio della piattaforma preliminare allo sviluppo (Michele Ciampichetti)

02/01/2005 – 02/01/2006

**Contract researcher**

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- Researches new language models, tests, and methodological instruments and reports to the scientific owner relative to feasibility
- Adapts procedures or methods relative to changes in research projects

- Designs and implements research protocols; designs and implement new software agents
- Collates and analyzes complex data. Maintains relational database and ontologies
- Summarizes completed research and studies; writes scientific articles and manuscripts for publication and presentation
- Supervises junior research associates, graduate students, and student workers in the laboratory
- Prepares analytical reports relative to research data
- Monitors progress of research projects and coordinates information between departmental sections
- Performs a wide and complex variety of test, and studies
- Performs highly specialized and advanced computer science experiment
- Collects, prepares, analyzes scripts and language models