

Rome April 8°, 2020

OBJECT: CV.

I'd like to show your company my CV

Curriculum Vitae

My main skill consists to use my technical background **to create relationship** with companies' management and sell to their organizations, then **to build a team and manage people.**



Photo 2018

Personal data:

Brandi Luciano, born in Rome , military service as army officer. Resident in Ciampino (Rome), Via Colle Sangiovese, 24 – 00043 Ciampino (RM), Italy. Mobile: +39 3288934736 ; e-mail: luciano.brandi@tiscali.it

Academic data:

Basic studies, 13 years of 13: diploma result as **Industrial computer science** focused in OS, microprocessor systems, programming languages and algorithmic solutions with mark results 60/60.

University studies, 4 years of 4: graduate in **Economic science** with mark results 110/110, specialization in business and computer laws, thesis's title: "The legal protection of the s/w and the topographies of semiconductor products".

I have studied for a University Research about electronic signature (in Italy: digital signature) to realize a scientific publication.

Qualification as public accountant and auditor after state examination.

Job experience:

- 2 years as **team-manager** working on the account control and check management;
- 3 years as system manager using HP3000 in "Società Italiana Brevetti SpA". I've learned to manage the OS MPE and to control the internal net with about 30 operators working on owner system net HP. I've learned also **to program using Cobol** language and reticular db;
- 20 years first as sales (Italy) and then as **sales manager** in "FIMA SpA" , "Tecnit Srl" , "Logika Comp Spa". Products sold: smart cards, encode machines (b.m./chip), bank software. Markets: Telecom, phone, **banks**, public central and local administration, industries.

- 3 years as **sales manager** in “ESA Software SpA”, “Terraferma srl” I’ve learned selling s/w including all cycles (administrative, production, marketing, trade, fiscal, wages) to big companies that invoice 50 million Euro, working in team and to deal with the top management of the companies;

I’ve had an important experience about software, ability **to work under pressure and I’ve learned to manage people.**

Hobbies: I play basket in a local team and I practise karate after many years of competitions

Best Regards

Luciano Brandi