

## Rosario Savoia

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Country of Residence: Russia

### Summary

**Skills:** business development, pre-sales, technology evangelist, sales, project management, problem solving and customer relations with more than 15 years international career matured in leading ICT multinational companies on top customers and vertical markets.

**Main areas of expertise:** enterprise and telco markets knowledge, cyber security, networking solutions, cloud architectures and services, virtualization, unified communication and collaboration.

Curious, believing in collaboration, trust and open communication; result oriented, passionate about new challenges, eager to learn; willing to make a difference through enthusiasm, creativity, knowledge and experience; a team player with a strong commitment to consistently achieving high levels of success in dynamic environments.

### Employment history

From May 2018 to present, Moscow (Russia)

#### **Kaspersky**

**Global Presales Expert**, I have been developing and supporting presentations, tools, documentation and processes for presales engineers worldwide. By collaboration with marketing and product management improved company strategy and execution.

Main activities: business development manager, customer and events presentations preparation and delivery, strong interaction with marketing and product management. Leading a major project, with project management and sales roles.

Technology areas of interest: *Cyber Security Solutions and Services*.

From July 2016 to April 2018

**Trend Micro: Senior Systems Engineer Europe**, I contributed to consolidate develop and support the European market.

Main activities: pre-sales, presentations, proofs of concepts.

Technology areas of interest: Intrusion Prevention Systems and *Advanced Persistent Threat*.

From July 2014 to June 2016

**Damballa: Sales Engineer EMEA**, I extensively helped to develop and support the EMEA market.

Main activities: sales, pre-sales, presentations, Demos, channel management, business development.

Technology areas of interest: *Advanced Persistent Threat*.

From 2012 to 2014

**ShoreTel: Area Sales Manager**, I boosted the development Italian and Spanish market.

Main activities: sales, pre-sales, presentations, distribution and channel management, business development and marketing.

Technology areas of interest: unified communication, contact center, fixed-mobile convergence.

From 2007 to 2012

**Cisco Systems Italy: Sales Engineer**, responsible for some of the biggest Enterprise Italian accounts in *transportation, industry, finance, retail and public* markets.

Main activities: presentations, network and security architecture design, project management.

Technology areas of interest: networking, security and multimedia communications.

From 2005 to 2007

**McAfee: Sales Engineer**, part of the European team responsible for the Italian Service Provider customers and supporting the biggest Italian enterprise customers.

Main activities: presentations, trials, design, project management. Tight collaboration with product marketing and development teams for new products and features.

Products and technology areas of interest: network and host intrusion prevention, network access control, antivirus, anti-spyware, web and e-mail protection, security risk management, managed services, data loss prevention.

From 2001 to 2005

**Tele Sistemi Ferroviari (TSF): Assistant Manager / Project Manager / Sales Engineer** for the *Data Center network design group*.

- design network architecture to satisfy new customer requirements: traffic segregation, higher bandwidth, quality of service, consolidation and improved security (firewalls, virtual private LAN, intrusion protection systems and content protection elements);
- design, installation and maintenance of new data centers and *business continuity* sites;
- network assessment, tuning and troubleshooting to improve security, performance and scalability;

From 2000 to 2001

**Cisco Systems Italy: Lab Manager**, coordinating a team of two people for customer's demos and working as **Sales Engineer** in the enterprise group.

Year 1999

**Cisco Systems Inc.: Software Engineer** in San Jose headquarters worked on developing LAN Switching and Voice over IP for the Cisco Catalyst 6000 family.  
**Education**

Master degree at *Politecnico di Torino*, in computer engineering with 106/110 points

One year at *Université catholique de Louvain* in Belgium

### **Known languages**

Italian: mother tongue

English: fluent

French: fluent

Spanish: intermediate

Russian: beginner