

# Andrea Vingolo

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## Profile

Results-driven, enthusiastic, motivated and team-oriented Country Sales Leader with 25+ years of successful track records. Lead and coach Sales Team to accomplish business critical software solutions at large organizations, enabling digital transformation opportunities. Efficacious and target driven, keeping the team focused and moving forward with a sense of urgency, regardless of the circumstances and with the ability to change and adapt to new challenges. Pragmatic with a genuine passion for sales strategy and execution, well-rounded background in supporting high-growth sales organization to benefit business development and achievement. High caliber Executive with values like integrity and respect of team members. Consistent and credible relationships with C-level interfaces within Clients and Partners.

## Professional Experience

### **Visura SpA – General Manager**

**01/2022 – Present**

He is managing Visura Spa evolution accordingly Tinexta Group Guidelines and organizational efficiency

### **Veeam Italy – Country Manager**

**09/2019 – 05/22**

He is managing Sales Growth in Italy, developing new business, delivering subscription licenses revenue targets, providing Sales guidance and methodology to support and escalate complex and high competitive market opportunity. He always overachieved revenues target, managing numbers and deadlines, on a quarterly and yearly basis..

### **HPE (SW BU)/ Micro Focus - Italy Managing Director**

**01/2015 – 09/2019**

He has been managing, as Country Manager, HPE SW BU in Italy, overachieving BU sales objectives (License Revenues and BU margins) during the entire period. Member of Country Leadership Team of HPE Italy, he has driven the SW BU in a successful interlock with the other HPE BUs until HPE spin and merge conclusion (June 2017) and after, he has driven the new Micro Focus organization as President and Managing Director of Microfocus Italy Srl. During that period, the company overachieved the target assigned and deployed the new organization

### **VMware – Senior Sales Director**

**09/2010 – 01/2015**

Starting in September 2010, he has worked with VMware as Sales Director for the Italian market. The main objectives were related to achieve revenues goals and lead the sales growth, leveraging partner ecosystem and customer satisfaction. In the last 5 FYs, he consistently overachieved sales objectives. He had significantly enhanced operational performance by developing new effective team sales behavior.

### **Microsoft – Sales Director**

**08/2007 – 09/2010**

He worked with Microsoft as Sales Director for Local and Regional Government market in Italy. He achieved revenues goals developing Citizen Service Platform solutions strategy and completing CPE (Customer and Partners Experience) scorecard in line with Corporate Objectives, monitoring and tracking consistent financial and business objectives.

### **OutlookSoft (acquired by SAP) – General Manager**

**2006 – 2007**

He worked as General Manager running the Italian Operations, managing P/L of the entire branch. He managed, during SAP acquisition, all the Italian transactions (Finance, Legal, and etc ..) for his team and Italian customers and partners.

## **BMC Software – Sales Director**

**2002 – 2006**

He successfully grew business with an impressive revenues' growth. Member of an International project to change sales culture with time an effective application of new sales methodology. He had managed an effective transformation and coaching of the entire sales team, leading, motivating, developing and managing the sales team to achieve Company goals.

## **MicroStrategy – Sales Branch Director**

**2000 – 2002**

He started up the Branch in Rome for the Corporation. He hired the entire sales/presales team based in Rome. Developed new markets against strong competition. Under his responsibility, the revenues grew up, ensuring that the new team acquired the necessary knowledge and skills to meet the challenges of BI market.

## **Bull – South Europe BU Director**

**1998 – 2000**

He worked with BULL SE as the Unix BU Director for the South Europe Region. During that period, he had developed the strategic plan, according to the corporate re-launch plan innovating new business model. More specifically, he was responsible of Sales, Consulting & Marketing. He succeeded in restructured the entire BU Unix team.

## **Hewlett Packard – Strategic Account Manager and GAM**

**1993 – 1998**

He spent nearly five years of successful sales role, increasing with responsibilities and performance achievement. He was as ENI GAM from 1996 to 98. During this period, he overachieved the revenue growth. From 1993 to 1996, he had started as Account Manager for Government Customers, overachieving sales objectives.

## **Italian Navy – Naval Academy and Navy Officer**

**1983 – 1992**

From March 1990 to November 1992, he was a Navy Officer on board of Italian Navy Cruiser Doria. During the activities on board, he managed a team of more than 50 sailors. From November 1987 to February 1990, he was an Italian Navy Officer at Technical Office in Naples. From September 1983 to November 1987 he was a Navy scholar at the Italian Naval Academy in Livorno. At the end of that period, he was appointed Italian Navy Officer. He participated to Summer Navy Camps (from July to September) on board of Italian Navy Ships (Nave Vespucci, Nave Duilio and Submarine Da Vinci).

## **Education**

- **INSEAD:** He attended BEAM 99, an MBA program lasting 6 months with Fontainebleau Business School
- **Bachelor's degree in "Naval Engineering"** with full grades" (110/110) in July 1991. During the studies, he spent research time with the University of Napoli on the specific studies dealing with maritime pollution.
- **Naval Academy, Livorno (1983-1987):** In 1983 he joined the Naval Academy, that period he attended the first three years of Engineering course at the University and all the courses according to the Naval Academy developing plan
- **Others:** Attended many and different training classes during his different positions/companies. Ex: Management Leadership, Business Planning, People Management; Negotiation, BI, Analytics, CPM, Sales Methodology, etc..

## **Skills**

Results Driven, Disciplined, People Management, Fighting Spirit, Pragmatic business mindset, Pipeline Development culture, Strategic Business Planning, Bias for Action, Agile and dynamic, Ethic behavior.

## **Personal Interest**

As an "old sailor", he loves everything related to the sea. He usually goes sailing, windsurfing, canoeing and diving. He enjoys life and flavors of life, such as eating, being with friends, and travelling, discovering new places with his family.