

Salvatore Merando Curriculum Vitae

Last update: Nov 2007

General Information

41 years old (Cosenza, 4th of September 1966)
Languages Italian: mother tongue; English: fluent
Education: Business Management Engineering, Politecnico di Milano, July 1991

Office data

E-mail: salvatore.merando@it.ibm.com

Home data

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<http://www.linkedin.com/in/salvatoremerando>

Present position

IBM (Joined in Jan 2007): Associate Partner – Global Business Services, SMB Sector

Main activities

Sales; Business Development; Account management

Main areas of expertise

Change Management; Business Process and Organizational Reengineering; Strategy; IT Strategy; Program/Project Management; CRM; Pharma & Banking industries

Previous experiences

Unisys (Oct 99 – Jan 07)

Last Position when I left: Director – Client Account Manager - BU Sales, Global Commercial

Main activities

Account management; Business development; Program and Project management; Partners' relationships; People management; Unisys Strategic Business Plan

Andersen Consulting, nowadays Accenture (Oct 92-Oct 99)

Last Position when I left: Manager of Change Management/Financial Services Practice

I participated in several projects with leading Italian companies.

My main domain area was in Financial Services Industry. I was involved in a variety of roles (from Analyst up to Project Leader) in Business Process Reengineering, Organizational Design, Change Management, Program Management and Systems Integration.

Main outcomes

Thought Leadership

Founder and Board Member of Italian Association dedicated to Change Management, ASSOCHANGE (Associazione Italiana di Change Management), www.assochange.it

Member of Operational Board and Speaker in the Workshop "Il change management che innova" – June 06

Interviews on "Il Mondo", "Data Manager", "Linea EDP", "ZeroUno", "Corriere della Sera", "CR Magazine"

General Management/P&L experience

In Unisys, I managed the start up of BU Cross Industry reporting to Italian Managing Director and to EMEA BU Cross Industry Leader. People management (up to 14). Business Development in the following areas: CRM, e-procurement, web portal, eHR.

Sales experience

My main activity for the last 6 years. Actually, I am a GBS IBM partner dedicated to some Top Clients

Execution experience

My career has been developing in consulting industry with a strong focus on execution.

Most significant projects:

- Program Management for IT project - Telco
- M&A Strategy & Program Management - Banking
- Procurement Re-engineering - Banking
- Change management (Dublin - Eire) - Media
- Customer Relationship Management - Pharma
- IT Strategic Plan - Pharma

Alliances and Partnership management

In Unisys I managed several partners relationships (StayinFront, Siebel, Vignette)

M&A experience

Strategy – Banking – HR, Change Management

IT Integration – Banking – Program Management

Turnaround/Cost management experience

Procurement re-engineering and re-organization – Banking

Unisys worldwide strategic plan named “Fresh Outlook”

International experience

Job experience in US Companies only.

I worked in Dublin – Eire for 8 months

Other information

Dirigente (Executive) since March 1999

Hobbies:

Running (10 marathons),

Founder of a web community, www.cosentiniintheworld.com, dedicated to people native from Cosenza who live around the world