

**CURRICULUM VITAE**  
**EUROPASS**



**PERSONAL INFORMATION**

SURNAME/FIRST NAME **Luca Bondini**  
ADDRESS Via Toscana , 51 - 20080 - Vermezzo - Milan (Italy)  
TELEPHONE +39 02 94 94 32 01  
MOBILE +39 335 53 77 348  
E-MAIL [bondini.luca@gmail.com](mailto:bondini.luca@gmail.com)  
NATIONALITY Italian  
DATE OF BIRTH 31<sup>st</sup> January 1965  
MARITAL STATUS SINGLE  
GENDER M  
MILITARY SERVICE Fulfilled in 1986 at 59<sup>o</sup> Mechanized Infantry Battalion "CALABRIA"

**WORK EXPERIENCE**

DATES	OCCUPATION OR POSITION HELD	MAIN ACTIVITIES AND RESPONSABILITIES
Mar 2013 – Present	<b>Managing Director (CEO)</b>	<b>Shareholder and Decision Maker</b> , in charge of an year turnover of approx. <b>2M€</b> , maintaining and developing existing customers portfolio with specific market target based in <b>Africa</b> and <b>Middle East</b> , thanks to a sub-agents sale network based in the <b>MENA</b> Region. Customers typology: <b>TV Broadcasters</b> , Internet Services Providers, <b>DVB</b> contents Aggregators. Buyer for satellite capacity buying with all most important carriers, Develop new business opportunities together with the "Pre sale Engineering Team". In my role, I have full ownership of the deals distributing activities throughout the team in a coherent manner and throughout the different roles.
	<b><u>Milano Media Broadcast S.r.l. – Milan (Spin off Milano Teleport S.p.A.)</u></b>	Leading of Middle East Satellite Telecommunications. Supplier of integrated services within DVB (Digital Video Broadcasting), <b>IP TV distribution</b> .
Jan 2007 – Feb. 2013	<b>Sales Director</b>	Responsible for a revenue of approx. <b>3M€</b> of existing customers portfolio with specific target to the Extra European territory, thanks to a sub-agents sale network home based (Africa and Middle East). Customer's typology; Internet Services Providers, Oil & Gas Companies. Satellite capacity buying with all most important carriers such: <b>Eutelsat, Intelsat, Ses</b> and <b>Telesat</b> .
	<b><u>Milano Teleport S.p.A. – Milan</u></b>	Leading European Satellite Telecommunications Company. Supplier of integrated services within <b>DVB</b> (Digital Video Broadcasting) and Internet <b>VSAT</b> (Very Small Antenna Terminal) technologies.

<p>DATES</p> <p>OCCUPATION OR POSITION HELD</p> <p>MAIN ACTIVITIES AND RESPONSIBILITIES</p> <p>NAME OF EMPLOYER</p> <p>TYPE OF BUSINESS SECTOR</p>	<p>Jan 2002 - Dec 2006</p> <p><b>Italy Business Development Manager</b></p> <p>Responsible for a revenue of approx. 2M€ and for researching and acquiring new business in TLC and Satellite environments, within the Italian Territory.</p> <p>Qualification and selection of new opportunities with the support of a local Call Center and responsible for Sales Proposal Management with Pre-Sales Team based in Belgium.</p> <p><u><b>Belgacom SA/NV – National Telco Operator of Belgium – Milan/Bruxelles (B)</b></u></p> <p>Leading European for Voice, Data and Internet &amp; Satellite Telecommunications Service Provider.</p>
<p>DATES</p> <p>OCCUPATION OR POSITION HELD</p> <p>MAIN ACTIVITIES AND RESPONSIBILITIES</p> <p>NAME OF EMPLOYER</p> <p>TYPE OF BUSINESS SECTOR</p>	<p>Nov 2000 – Dec 2001</p> <p><b>Regional Operations Manager</b></p> <p>Responsible for Fiber Optic Backbone and Data Centers set up in the South of France, Italy and Switzerland.</p> <p>Project management and HW implementation of regional operational hubs for data DWDM (Dense Wave Division Multiplexing) and Subcontractors building facilities management.</p> <p><u><b>360Networks LTD – Fiber Optic Operator – Milan/Maidenhead (UK)</b></u></p> <p>Optical Cables and Data Centers Outsourcing Company.</p>
<p>DATES</p> <p>OCCUPATION OR POSITION HELD</p> <p>MAIN ACTIVITIES AND RESPONSIBILITIES</p> <p>NAME OF EMPLOYER</p> <p>TYPE OF BUSINESS SECTOR</p>	<p>Jan 1998 – Oct 2000</p> <p><b>Field Services Manager</b></p> <p>Responsible for Service Delivery dealing a team of four Field Engineers. Main tasks were Customer Site Survey, HW analysis and relative purchasing, installation and Second Level Support .</p> <p>Monthly reporting management including <b>K.P.I.</b> (Key Performance Indicators) as monitoring of <b>Quality of Service</b>.</p> <p><u><b>COLT Telecom – Milano</b></u></p> <p>Leading European for Voice, Data and Internet Telecommunications Services Provider.</p>
<p>DATES</p> <p>OCCUPATION OR POSITION HELD</p> <p>MAIN ACTIVITIES AND RESPONSIBILITIES</p> <p>NAME OF EMPLOYER</p> <p>TYPE OF BUSINESS SECTOR</p>	<p>Oct 1997 – Dec 1998</p> <p><b>Technical Support Expert</b></p> <p>Third Level Support and operational analysis for <b>WAN</b> (World Wide Network) <b>B2B</b> clients and provisioning for links: <b>X.25</b>, <b>Frame-Relay</b> and <b>ATM</b>.</p> <p><u><b>Global One GmbH – Frankfurt/Main</b></u></p> <p>Voce and Data B2B</p>
<p>DATES</p> <p>OCCUPATION OR POSITION HELD</p> <p>MAIN ACTIVITIES AND RESPONSABILITIES</p> <p>NAME OF EMPLOYER</p> <p>TYPE OF BUSINESS SECTOR</p>	<p>Sep 1995 – Sep 1997</p> <p><b>Data Communication Engineer</b></p> <p>Responsible for <b>X.25/IDNX</b> Network Support and implementation for two main customers: Dun&amp;Bradstreet Kosmos and AC Nielsen, covering all national territory.</p> <p><u><b>Eunetcom LTD – Milano/Frankfurt-Main</b></u></p> <p>Private Data Communications Networks</p>
<p>DATES</p> <p>OCCUPATION OR POSITION HELD</p> <p>MAIN ACTIVITIES AND RESPONSABILITIES</p> <p>NAME OF EMPLOYER</p> <p>TYPE OF BUSINESS SECTOR</p>	<p>Sep 1993 – Aug 1995</p> <p><b>Field Engineer</b></p> <p>HW and Software Technical Support both for IBM PCs park installation and <b>IBM Mainframe</b> (S36, S36 AS400), full time based at customer premises: <b>Pirelli S.p.A.</b></p> <p><u><b>ICL Sorbus S.p.A. – Milano</b></u></p> <p>Cash registers, PC and IBM Terminals Emulation Maintenance.</p>

**EDUCATION AND TRAINING**

DATES  
 TITLE OF QUALIFICATION AWARDED  
 NAME AND TYPE OF ORGANISATION PROVIDING

1992  
 Studies in Sociology.  
 University of Urbino.

DATES  
 TITLE OF QUALIFICATION AWARDED  
 NAME AND TYPE OF ORGANISATION PROVIDING

1984  
 Diploma in Business with Specialization in telecommunications.  
 Industrial Technical Institute "G. Giacomo Feltrinelli" Milano

**PERSONAL SKILLS AND COMPETENCES**

MOTHER TONGUE  
 OTHER LANGUAGES

Italian  
 English – French – Spanish – German

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
Fluent	Fluent	Fair	Fair	Very Good
Fluent	Fluent	Fair	Fair	Good
Good	Very Good	Fair	Fair	Good
Basic	Good	Fair	Fair	Basic

**SOCIAL SKILLS AND COMPETENCES**

Enthusiast and open minded I am always ready to accept changes with motivation. I enjoy working within a Team and have the ability to adapt to multicultural environments. I have mainly acquired this working for multinationals. Excellent Communication skills.

**ORGANISATIONAL SKILLS AND COMPETENCES**

I have a high sense of organization and problem solving is one of my strengths. I have acquired these skills through life and training on my workplace. I have a strong belief of working with enthusiasm (an enthusiastic behavior is contagious and it modifies our and others behavior). I am also a strong believer in the individual as a unique human being. Excellent listening skills of the customers' needs – excellent negotiation skills.

**TECHNICAL SKILLS AND COMPETENCES**

Skills in Project Managing, ISP and Telecommunications sectors.  
 Windows Office common tools, Operating Systems (Windows), TCP/IP, DBMS (Access, Oracle), CRM, SDH (Synchronous Digital Hierarchy) , PDH, ATM and Frame Relay Network Protocols. WAN protocols (X.25, Frame-Relay and ATM). Excellent knowledge of Microsoft Office suite.

**DRIVING LICENCE**

Car License (Category B)

**OTHER SKILLS AND COMPETENCES**

Sep 1995 Training on X.25 network communication protocol c/o EUNETcom LTD in London (UK).  
 Dec 1997 Training on Telenet TPF (Frame-Relay switches), c/o Global One Intl. Reston VA – (U.S.A).  
 Jan 1998 Training on Nortel Passport mod. 50/160 (ATM Switch), c/o Global One. Frankfurt/Main (D).  
 Dec 1998 Training on TN-1X and TN-1C (Nortel ADM at STM1 level), c/o Nortel Center Training in New Southgate (UK).  
 May 2001 Training on Sycamore SN16000 (DWDM at STM64 level), c/o 360networks Europe LTD in Maidenhead (UK).

**ADDITIONAL INFORMATION**

Available clicking on <http://it.linkedin.com/pub/luca-bondini/2/992/156>.