

Curriculum Vitae – Tonio Di Domenico

Personal data

Nationality: Italian
Marital status – Married.
Permanente Address: Via Paolo Buzzi 79 – 00143 Roma
Mobile: +39-366-6608260
E-mail: tonio.didomenico@wolterskluwer.com

Current company and role

TeamMate Solutions – a Wolters Kluwer Business. The business unit develops sales and supports the awarded and market leading Audit Management, Controls Management and Data Analytics software.

As from Nov 2009 to date: *Regional Sales Manager Italy* for TeamMate Audit, Controls & Analytics – Wolters Kluwer. TeamMate solutions are designed to support the planning, execution and follow-up tasks of any type of internal audit, compliance, and data analytics activities.

The role reports to EMEA Sales Director based in London. I manage the entire sale process (prospecting, demo, negotiation) for systems license and related IT and support services. I also deliver post-sales and consultancy services (support to customisation, users training, custom reporting) as required.

The role acts also as ‘first point of contact’ for client’s super-users to provide direct functional support or to advise the appropriate approach for the EMEA Help Desk based in London.

Former companies and job experiences

British American Tobacco SpA – Rome (Italy)

Nov 2008 – Oct 2009: *Project Management Office – SAP Convergence Programme*

The role reports to the local project manager and to the European Region PMO. The Italian project is part of the regional strategy to converge all local legacy and SAP systems to a single SAP platform. Main responsibilities are: update and follow up the project plans and tasks, budget control, update and follow up of issue & risk logs and related corrective actions. The role ensures the whole project is managed according to the governance requirements of the Prince2 project management methodology.

Jan 2005 - Oct 2008: *Senior Internal Auditor.*

Internal Audit department reports to the European regional structure, maintaining a functional relationship with the local Finance Director. The mission of Internal Audit is to support management in balancing risks and controls for all defined business processes, in order to help achieve the business objectives. During the mentioned period I have participated or lead several audit projects in Italy, Europe and overseas.

Other projects / key activities:

- Review of the “Modello di organizzazione e controllo” introduced by the legislative decree 231/2001. Former member of the “Organo di Vigilanza” (internal control body).
- Start-up of the BAT Italia Business Risk Register: key business risks mapping, countermeasures definition and follow-ups.

2004 - 2005: *HR Systems & Planning manager*

The key accountabilities of the role:

- Budget coordination for the HR operative costs; supervision of headcount and personnel costs as counterpart of the Finance function for the quarterly Company Plan revisions,
- Preparation of personnel statistics and HR dashboard according to regional guidelines,
- Coordination of IT developments for HR systems,
- Project management support for the introduction and harmonisation of key HR policies and processes (Performance management, Reward, Succession Planning).

ETI - Ente Tabacchi Italiani SpA – Rome (Italy) acquired by British American Tobacco in 2003

2001 - 2003: *HR Project Manager*

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The key accountabilities of the role:

- Management of the re-organisational projects (e.g. BPR review, right-sizing) and related monitoring in terms of quality, timing, costs.
- Definition and maintenance of company policy and procedures.

EEMS Italia SpA – Rieti (Italy)

2000 - 2001. R&D engineer

The company manufactures and tests microelectronics packages as sub-contractor for multinational customers. The key responsibility of the role is support the development of new products ensuring:

- The compliance with customers' functional and cost specifications,
- The definition of the product assembly specifications, including cost evaluations and technical characteristics for direct/indirect materials.

Texas Instruments SpA – Avezzano (Italy) acquired by **Micron Technology Inc.** in 1998

1994 - 2000. Process/Equipment Engineer

The company manufactures DRAM/Flash memories. In the mentioned period I was responsible for the quality of production processes and the efficiency of the related technological equipments. I was involved in several international projects for the migration of products and processes.

Education

Degree in Physics: 1992 at Università degli studi di Modena – full grade: 110/110.

Temporary researcher (Jan – Jun 1994): INCM, Florence.

Languages, Software, other skills

Fluent written and spoken English.

Mastery in Microsoft Office (Word, Excel, PowerPoint, Visio, MS Project).

TeamMate Software (AM, TeamMate+, TeamMate Analytics)

Salesforce

PRINCE2 methodology for project management.

Main trainings

1. Statistical Process Control (I - II) - Texas Instruments, Avezzano, 1995 (10 days)
2. Problem Solving (Kepner&Tregoe) - Texas Instruments, Avezzano, 1995 (5 days)
3. Project Management (Kepner&Tregoe) - Texas Instruments, Avezzano, 1997 (5 days)
4. Project Management - ISTUD, Stresa, 2001 (5 days)
5. Progettazione e Sviluppo delle Organizzazioni - SDA Bocconi, Milan, 2002 (7 days)
6. BAT Audit Methodology training - BAT the Netherlands, 2005 (4 days)
7. PRINCE2 training – BAT Italia 2007, (2 days)
8. Sales Advantage – Dale Carnegie, Milan, 2011 (3 days)