

Marco Maria Contino

BUSINESS EXPERIENCE

<p>Jan 2019 to Present</p>	<p>Partners4Innovation (P4I) Milan, Italy Manager Compliance Innovation</p> <ul style="list-style-type: none"> – Data Governance, Data Protection (GDPR) & Data Management (DAMA) – Proficient in project management including large transformation and change management initiatives – Appointed as go-to-market Strategist: DPO-as-a-Service, CISO as-a-Service, GRC (Governance Risk Control) Software – Currently supporting clients in Healthcare, Fashion, Digital Payments industries – Salesperson, Project Manager, Digital Transformation – Explored Silent Cyber Risk Scenarios and developed related models to foster innovative insurance products for a leading insurance company
<p>Jan 2013 to Dec 2018</p>	<p>ERNST&YOUNG Financial Business Advisory, Milan, Italy Manager (Starting October 1st, 2018) FSO Customer Digital Strategy</p> <p>Senior Consultant (March 2017 - Present) Digital Strategy</p> <ul style="list-style-type: none"> – Analyzed Mobile Payment competitive scenario to support Clients in implement 2020 – 2022 Business Plans – Designed and Implemented PSD2-based payment solutions for tier-two Retail Bank: private banking personal advisor, account aggregation, virtual card – Designed and developed Digital Executive Automated Dashboard of a mid-size retail banking group – Conducted banking processes analysis to foster process automation with Robotics solutions (RPA) – Managed highly successful project for two years and improved quality by 42%, cut lead times 28%, cut costs 37% – Led as PMO extensive 3-phases multi-country digital transformation initiatives linked to (GDPR) for 3 top-tier Global Clients (Data Monetization and Mobile Payments) – Led up to 4 workshops on Lean Operations and Agile Framework to foster Smart Working initiatives – Developed MS Excel based automated tool to monitor and report the advancement of up to 5 concurrent complex initiatives by reducing span of control (3 to 2 levels), FTEs assigned (4 to 2) – Designed P&L model to estimate digital project management advantage related to digitalization of standard non-digital PMO services with attention to large Digital Transformation initiatives – Contributed to the organization of 2 Lean Management Event to foster productivity and efficiency within EY internal resources, Client resources and Startup teams <p>Consultant (Sep 2014 – March 2017) FSO Customer Digital Strategy</p> <ul style="list-style-type: none"> – Developed PSD2-enabled and Digital Payment use cases for top-tier Retail Bank: “Personal” Saving, Account Aggregation, PPAA Smart Payments, Virtual Cards – Supported Enterprise Security Officer from top-tier large banking group (+100K employees) by conducting gap analysis towards external regulations and supervising internal regulations updating process to comply with MiFID II, PSD2 and Regulatory Technical Standard (RTS) provided by EBA on Strong Customer Authentication – Supported Senior Managers in engagement management through estimating effort, calculating main economics, defining new proposals and leading new Junior Consultant on-boarding – Delivered high quality Project Management tool (Masterplan) reducing by 2 FTE (out of 3) the effort needed for projects supervision – Actively contributed to improve RFI/RFP process reducing the estimated time needed from weeks to days by defining a new lean process based on effective knowledge sharing <p>Associate Consultant (Jan 2013 – Aug 2014) FSO Risk Management</p> <ul style="list-style-type: none"> – Supported the definition of 2014 - 2016 Group IT Strategic Plan regarding impacts generated by EBA Guidelines on the security of internet payments and ECB Assessment guide for the security of internet payments – Supported the gap analysis and processes updating in line with ICAAP Regulation (Bankit n. 263) and Basel III provisions. Simplified internal regulation scheme and increased knowledge sharing through innovative digital tools (Mobile Apps, Cloud solutions)

Sep 2011 - Aug 2012	ASSOLOMBARDA, Milan, Italy Business Analyst <ul style="list-style-type: none"> Conducted an empirical study with the purpose of investigate the potential of Cloud Computing market in Italy with reference to the Region of Lombardy Compiled data on size, growth, market shares, competition and trends in the cloud computing market to identify potential deal opportunities Presented research results to senior supervisor and potential investors during workshops at Confindustria's premises Analyzed and reviewed pricing and sales trends of cloud computing services in Europe to enrich the analysis of a local new comer provider (In collaboration with Microsoft EntEr)
Sep 2010 - Apr 2011	McKinsey & Co., Milan, Italy Consultant Intern <ul style="list-style-type: none"> Selected to join the young talents Innovation Strategy team for 6 months within Corporate Strategy program sponsored by Bocconi Business School Investigated Automotive Market looking for a feasible strategic inflection point (disruptive innovation) to transform automotive industry Produced impactful deliverables to share analysis results, KPIs and new strategic opportunities Supervised the designated team by stating objectives, reported to more senior colleagues and presented project results to McKinsey Engagement Managers and Partners

EDUCATION

2013 - 16	MBA Ernst&Young School of Business, Western Europe, Milan Italy 3-year Post-experience Master in Advisory Services. Top-tier Master in Consulting with ASFOR Certification & 2017 Olivetti Award Winner. Main courses included Digital Strategy, Financial Technologies (FinTech), Risk Management, Advanced Project Management, Service quality, Engagement management, Bank Operations, Bank Technology, Public Speaking Full Marks
2010 - 12	Master Of Science Bocconi University Graduate School, Western Europe, Milan Italy LS Management - Key courses included Corporate Strategy, Financial management and corporate banking, Performance Measurement, Marketing Management Advanced (108/110) – “Student of excellence” scholarship winner
2006 - 09	Bachelor Of Science Bocconi University Undergraduate School, Western Europe, Milan Italy CLEA - Key courses included Business Strategy, Business Management, Introduction to legal system, Corporate Finance, Financial markets and institutions, Statistics, International macroeconomics (105/110)
2001 - 06	High School Giovanni Meli, Western Europe Palermo, Italy and Madrid, Spain Double degree high school consisted in 100% bilingual Humanistic Studies involving Italian-Spanish classes. Preparatory school for Top-tier college included introductory courses of Law, Business Management & Public Administration (100/100)

CERTIFICATIONS & ACHIEVEMENTS

2019	PRINCE2
2019	Agile Certified Practitioner
2016	ISO/IEC 27001:2013 Certificate
2014	COBIT5 framework for the governance and management of enterprise and IT
2012	IELTS 6.5, BEC Vantage, TOEFL iBT 109
2009	ECDL – European Computer Driving License
2009	PADI Open Water Diver

ARTICLES & PUBLICATIONS

2012	“Cloud Computing Competitive Landscape” (Competitività del Cloud Computing in Lombardia) An empirical study with the purpose of investigate the potential of Cloud Computing market in Italy with particular reference to the Region of Lombardy. This publication has been enriched by a statistical analysis and represents the core of a research project sponsored by <i>Osservatorio Bocconi</i> in collaboration with <i>Assolombarda</i> . The report has been debated and greatly appreciated at Confindustria's premises
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LANGUAGES

LANGUAGE	PROFICIENCY	CERTIFICATION	YEAR
Italian	Mother Tongue	N/A	N/A
English	B2 Business	BEC Vantage	2012
Spanish	C1 Business	ELE	2006

MORE

- Artist / Photographer
- Agile and lean professional 2019
- EY Brand Ambassador 2016, 2017, 2018
- EY Diversity & Inclusiveness Program Ambassador 2017, 2018
- EY Mentorship Program (EY Meet the Future) 2015, 2016, 2017
- EY People Committee – Member of the Panel Of Employees 2018
- Volunteer/Giver - Istituto Per Sordi Padre Annibale Di Francia 2004 – 2006
- Volunteer/Giver Fondazione EY Italia Onlus (EY Italy Onlus Foundation) 2015 – 2017
- Leading up to 6 Senior Consultants, 4 mid-level consultants and up to 6 junior consultants 2019
- Class Representative, Bocconi Management LS a.a. 2010 – 2011 Bocconi Bachelor BA a.a. 2007 – 2008
- Actively supported EY Advisory Recruitment Team through career fairs, participation to recruitment videos