PERSONAL INFORMATION

Michele Ieradi

[redacted]

SUMMARY

28 years of experience in the management of complex and innovative IT projects where the geographical component and the integration of systems represent real added value for the customer.
Strong experience in managing multi-disciplinary workgroups, where experts in the development of the systems must efficiently and effectively co-operate with industry experts and end-users.
Great ability to engage and motivate both the IT talents and the field specialists.
Good knowledge of the Transportation, Utilities and Renewable Energies domains.
Excellent communication skills for small and large audiences both technical and c-level.

WORK EXPERIENCE

February 2018 to present

Solutions and Technology Director (Chief Technology Officer)
ESRI ITALIA Spa

Solutions and Technology Director plays an important leadership role in the company's development of new go-to-market solutions and services. He is responsible for working with a cross function team (Presale Expert, Solution Architect and Marketing Team) to define new strategic offerings, create business case to support offering build, ensure that solution offering is implemented by appropriate operational teams and supporting relationship management of strategic customers

Sector: IT, GIS, Web, Mobile Apps, Utility, Defense, Government, Commercial,

April 2018 to present

Transportation Industry Manager
ESRI ITALIA Spa

Transportation Industry manager has to take care of the large account of transportation sector (Italian Railways, ADR, SEA, etc.). He has to manage the relationship with major partner of the sector and to build new partnership. He has to manage the relationship with Esri Industry manager in order to bring innovation in the Italian transportation sector. He has to propose the integration of Esri platform with major MAAS and Geo Big Data services provider.

Sector: IT, GIS, Web, Mobile Apps, MAAS, transportation,

May 2011 – February 2018

Professional Services Director (Chief Technical Officer)
ESRI ITALIA Spa

The Professional Services Department offers a range of GIS project, sw implementation, and industry-focused services to support own customers and business partners including: Knowledge transfer to help deploy GIS on your own, customization of off-the-shelf GIS technology and Delivery of a ready-to-use enterprise system.
Esri Italia Professional Services Department is composed of 50 technicians and project manager who take care of the following activities:
Consultancy and Projects, Presales and technical marketing, Data processing and deployment, Internal Training, Support and maintenance, Training and Certification.
My additional duties are:

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- to manage the relationship and strategic meeting with top Customers Key persons (Italian Defense, Eni, Enel, Terna, Ispra, Istat, Italian Railways, Rome and Milan municipalities, etc.);
- To maintain the relationship with Esri Italia Business Partners;
- To support Sale & Marketing Director to manage the relationship with Sistem Integrators;
- To manage the relationship with Man Power service provider;
- To manage the communication about Esri Platform in the Esri Italia communication events;

Sector: IT, GIS, Web, Mobile Apps, Utility, Defense, Government, Commercial,

Feb 2000 - April 2011

Web and Mobile Infomobility Application Manager
ATAC Spa (PT Operator – Rome)

Web and mobile info-mobility Operative Unit manager.
Manage the Design, creation and updating of the Company's Geographic Information System; design and creation of web and wireless applications to spread information; updating of the road network maps, including field activity and measurement; development of Environmental Impact Assessment procedures; research activities on GIS with the University of Rome.
More in detail the ordinary activities of the working group were:

- Upgrading the ATAC GIS, with particular attention to information on Cartography, Local Public Transport and Private Mobility;
- The management and maintenance of the TPL information distribution platform to the public, in particular the management of the following services;
  1. Institutional Internet website www.atac.roma.it;
  2. Company Intranet;
  3. The management of route planning web and mobile (www.atac.roma.it);
  4. The management of route planning of ATAC Call Center;
- GIS services for the production of maps and complex territorial analyzes useful for the institutional purposes of ATAC.
- Manage the GIS for Security;
- Maintenance of all Atac AVM cartographic data;

Management, directly under Atac CIO, of the participation of Atac ICT department at the National and European funding projects.
Sector: Transport, IT, Infomobility, Web Gis, Mobile Apps

February - March 2009

Project Control Specialist
FAO - LADA project (Land degradation assessment guidelines, network and information system)

Assist, under the supervision of the Lead Evaluator, in conducting an evaluation of the LADA project information systems. Specifically, the supporting evaluator would review one of the four components of the project namely "Development of the LADA approach: land degradation assessment guidelines, network and information system". The evaluation of this component will also examine all the evaluation parameters specified above.
Link:http://www.fao.org/nr/lada/index.php?option=com_docman&task=doc_download&gid=334&Itemid=165&lang=en

September 2004

Project Control Specialist
FAO (Eritrea)

Strengthening and Expansion of the National Food Information System of ERITREA (GCPS/ERI/002/ITA) Project, GIS expert.
Assessment of the achievements and development perspectives in relation to data production, data management and data storage; elaboration of the project extension.
Sector: IT, GIS, Food Security

March 2000

Project Control Specialist
FAO (Kenya)

AFRICOVER Project, GIS expert.
Assessment of the achievements and development perspectives in relation to data

production, data management and data storage; elaboration of the work-plan for further two years.
Sector: IT, GIS, Regional Mapping

March 1999 - February 2000
Head of GISL
ESRI ITALIA Spa
GISL (Geographic Information System and Land) department: development of GIS solution and applications for main ESRI Italia clients. Team-leader of a multidisciplinary group of about 12 technicians.
Sector: IT, GIS, Web, Mobile Apps,

September 2004 - February 1999
Project Manager
TELESPAZIO Spa
Project management of GIS and environmental projects at Earth Observation Division.
RAINBOW project: development of an integrated standardized product accessible through the World Wide Web, to be used by Administrations and based on functions and application servers.
CEC, LIFE Programme in Italy: design and implementation of the GIS for the Central Apennine National Parks.
Creation of a Road Network Map (RN) for car navigation in a number of Italian cities. The RN database contains information about road conditions, administration boundary, one-way roads, civic numbers, etc.
Telecom Italia, Italy, Network Maps.
Set-up of five urban road-network maps at different scales (1:2.000, 1:5.000 and 1:10.000).
DGCS/Ministry of Foreign Affairs, China.
Tellus Sinica Project, in collaboration with the Bejing Institute of Remote Sensing. Design and implementation of three different GIS, respectively for agricultural management, environmental monitoring and the management of urban networks. The project also involved the co-ordination of working groups for the design of environmental analysis models and the creation of GISs.
Ministry of Environment/ENEA, Italy, Project Manager.
Updating of Energeo GIS on energy networks and safety distances from infrastructures and extraction areas licensed by the Ministry of Industry.
Ministry of Environment, Department of Nature Conservation, Italy, GIS expert.
Identification and classification of coastal areas of particular natural value in Lazio Region, by using SPOT satellite images, bibliographic and field research.
Regione Sicilia, GIS trainer.
Six one-week courses on Remote Sensing and GIS.
CEC/LIFE Programme, Italy, GIS expert.
Survey and mapping of habitats of major scientific interest in the National Parks of Cilento, Pollino and Gargano, for the set-up of flora, fauna and land-use thematic maps.
CEC/Regione Molise, Italy, GIS expert.
Set-up of the GIS of Molise Region, aimed at the creation of thematic maps regarding vegetation, geomorphology and archaeological sites
Sector: GIS, Web, IT, Telecommunications, GPS

November 1997 - March 1998
Technical Project Manager
UNOPS
In the frame of the Arsi-Bale Rural Development Project, analysis of all projects' components and activities and set-up of a GIS for project monitoring; training of national GIS staff.
Sector: IT, GIS, Web, Road Works, Rural Development

September 1992 - August 1994
GIS and Zoologist Expert
World Health Organization-DGCS/Italian Ministry of Foreign Affairs
In the framework of the Project "Rideaux Impregnés", design and creation of the project information system and data banks. Design, organisation and implementation of field surveys, including the training and supervision of specialised national personnel.
Sector: Biology, Cooperation Project

September 1992 - November 1992
Zoologist Researcher
Pasteur Foundation
Traineeship awarded by the Pasteur Foundation in the framework of the Malaria Project in Burkina Faso, for the analysis of the entomological aspects of the illness.

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Sector: Biology, Cooperation Project

EDUCATION AND TRAINING

1986 - 1992

Degree in Biological Sciences

“La Sapienza” University of Rome.

"Laurea" (M.Sc. equivalent) in Biological Science, majors in Fauna e Zoogeography. Thesis on the relationship between coprophagic beetle communities and wild ungulates in Queen Elizabeth National Park, Uganda. (110/110 with honours).

- Zoology, Zoogeography, GIS, Field data management;

1980 - 1985

Talete High School - High School Certificate (scientific subject matters)

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PERSONAL SKILLS

Mother tongue(s): Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C1	C1	C1
French	B2	B2	B1	B1	A2

Communication skills: Good communicate skill in public speaking gained through my experience in Esri Italia and Atac Spa Example: [redacted]

Organisational / managerial skills: From 1999 manages large working team (12 to 50 people), in particular from 2011 manage a department organized in 7 different working units.

Job-related skills: Good leadership and capacity to understand people

Computer skills: Good command of Microsoft Office™ tools, of Esri ArcGis platform, of major google apps (gmail, gdrive, g+, youtube), of Prezi software.

Other skills: Kayak instructor,

Driving licence: - B

ADDITIONAL INFORMATION

Publications
Presentations
Projects
Conferences

Presentation “ Programmazione dei piani di intervento per la sicurezza del cittadino e realizzazione di un modello condiviso di risk assessment e della Mappa del Rischio nelle maggiori Città italiane (Roma e Milano)” at the **LUISS University of Rome from 2016 to 2019**;
Presentations of “Esri Stories” at the **Esri Italia User Conference from 2014 to 2019**
Presentations of “State of the art of Esri Platform for Defense and Intelligence and future perspectives” AFCEA Conference, Rome Maj 2014;

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Seminars
Honours and awards
Memberships
References

Coauthor of IT 2020 vision for the very near future March 2014;
Member of the "Panel on Ispire standard" at the **AM/FM conference September 2013**;
Presentations of "Plenary Sections" at the **Esri Italia User Conference April 2013**
Presentations of "Le tecnologie dell'informazione e della comunicazione per la mobilità pubblica" **Infrastructure Telematics and Navigation, Novembre 2011, Torino;**
Presentations of "CONSIT: The new Transport Infrastructure Management System of ATAC" **ESRI EMEA User Conference 2010**;
Presentations of "Esperienze e soluzioni realizzate nell'ambito del Progetto WI-MOVE" **Final Conference WIMOVE Project 2010**;
Coauthor of "ArcGIS per l'ottimizzazione della rete vendita di ATAC" **Geomedia 2-2009;**
ATAC "ArcGIS come Supporto per l'Ottimizzazione della Rete di Vendita di Atac" **Esri Italia User Conference 2009;**
"Database GIS delle strade e delle piste ciclabili: Un sistema di calcolo percorso ciclabile nel Comune di Roma", **Geomedia Luglio 2008**;
Coauthor of "Come muoversi a Roma con il trasporto pubblico e il Bike Sharing" **Speciale ITS&Infomobilità Geomedia 5-2008;**
Presentations of "L'uso dei Sistemi Informativi Geografici per l'analisi della mobilità a Roma" **Convegno Flussi, reti e GIS tra presente e futuro** La Sapienza University of Rome;
Presentations of "ATAC - Pianificare gli Spostamenti a Roma con ArcIMS" **Esri Italia User Conference, Rome, April 2006;**
Coauthor of "Le tecnologie dell'informazione e della comunicazione per la mobilità" **RomaScienza 2004 Edizione FrancoAngeli;**
Presentations of "Sistemi di distribuzione delle Informazioni al Pubblico" **MONDOGIS Conference, Rome Maj 2002;**
Presentations of "Sistema di Consultazione Rete di Trasporto - Il Cercalinee" **Esri Italia User Conference, Rome April 2002;**
Presentations of "Nuove modalità di distribuzione di informazioni sul TPL , il CD-ROM "Roma per Tutti" - **MONDOGIS Conference Rome, Maj 2001**;

ANNEXES

[redacted]

Autorizzo il trattamento dei miei dati personali presenti nel cv ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali" e del GDPR (Regolamento UE 2016/679).

Data 20/10/2022

In fede

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