

Marco Nicoloso

Curriculum Vitæ

Personal Data



Birthdate: 15 Nov 1983
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In my experience what brought the most valuable skill was the orientation to customer. In the relationship with customers, I always find spurs to develop new ideas and to achieve new targets. I am looking for the opportunity to move from a corporate environment to a new, entrepreneurial and more market-oriented context.

Professional Experience

Nov 2008 - nowadays

Alcatel Lucent Italia (Milan) - OPTICS Branch

- Support Engineer Technical Excellence Center** - Reporting to Support Manager
- ▷ Customer Service: assistance, understanding clients' needs of new features and services, development planning with R&D.
 - ▷ Technical Demos and field trials of brand new Alcatel-Lucent's equipment and NMS: New Network Release demo - **Italy Jan 2009** and **South Korea Mar 2009**; GMPLS Field Trial (GMRE on WDM) - **Spain Jul 2009**
 - ▷ Support and maintenance of ALU equipment and Network Management System: analysis and problem solving of issues, arising with the usage of ALU products and services.
 - ▷ Traffic management on SDH, Ethernet or Ethernet-over-SDH: implementing of circuit protection, provider services, bridging, traffic classification/regulation/shaping, MPLS.
 - ▷ **Objectives:** Stimulate and maintain a high customer satisfaction within a given constraint.
 - ▷ **Acquired competences:** Besides technical competences acquired on the NMS and a major confidence with UNIX-alike OS, I learned what working in a big company means, where complex hierarchies as well as relationships challenge effectiveness and efficiency of personal tasks. Missions in Italy, Korea and Spain made me more confident presenting products or projects to customers.
 - ▷ References available upon request.

Jan 2007 - Jun 2008

MISARC Ltd. (Moscow) - Russian Branch

- New Business Development Manager** - Reporting to General Manager
- ▷ Start-up management of a small Italian company in Russian Federation (budgeting, commercial, product's lifecycle management, sales).
 - ▷ Opportunity recognition of potential key customers and new businesses.
 - ▷ Installation and configuration of company's product trials at clients' offices.
 - ▷ Supervision in the translation of technical documentation.
 - ▷ **Objectives:** Create a consociate of MISARC in Russia.
 - ▷ **Acquired Competences:** Project Management skills.

Jan 2006 - Jun 2006 **NIKITA DESIGN Ltd. (Milan)**
IT Specialist - Reporting to Sales Manager
▷ Web technology development and implementation
▷ Data processing and implementation of automatic manipulation of databases
▷ Client service and technical support.

Jun 2001 - Sep 2001 **ICS OLIVETTI Inc. (Milan)**
IT Analyst - School Internship
▷ Information system analysis
▷ New solutions proposals
▷ Planning of the requested optimization process
▷ Backup system update for information sub-systems.

Language skills

Russian	Fluent
English	Fluent
French	Good
Italian	Mother tongue

Education

May 08 - Jun 08 Participation in the program devoted to aspiring entrepreneurs related at **Start Cup Milano Lombardia** in 2008 (business plan competition).
The course included the following program:
▷ Introduction and Objectives of a Business Plan
▷ Marketing Plan
▷ Strategic Plan
▷ Plan
▷ Financial Plan

Nov 2008 - Apr 2009 **Attendance at training modules, entrepreneurship related issues**
Business School of "Politecnico di Milano", Milan (Italy)
▷ Managing Staff
▷ Operation and production management
▷ Managing product innovation and service
▷ Methodology of analysis and design of business processes
▷ Quality systems and continuous improvement
▷ Internationalization of purchasing and supply chain

Mar 2006 - Oct 2008 **Master of Science in Telecommunications Engineering**
University "Politecnico di Milano", Milan (Italy)
▷ Main focus on Radio Technologies.
▷ Final Note 98/110.

Jun 2006 - Jun 2008 **Master and Bachelor of Science in Multichannel Telecommunications Systems**
Moscow State Institute of Radioelectronics and Automation, Moscow (Russia)
▷ Double degree programme attended in the T.I.M.E. circuit (Top Industrial Managers for Europe).
▷ Main focus on Radio Transmitters and Receivers.
▷ *Thesis matters:* Radio Propagation, EM analysis of discontinuities in waveguides.
▷ First class honor degree (final note 5/5).

Sep 2002 - Mar 2005 **Bachelor of Science in Telecommunications Engineering**
University “Politecnico di Milano”, Milan (Italy)
▷ Main focus on Digital Signal Processing.
▷ Final Note 98/110.

Sep 1997 - Jun 2002 **Secondary school degree**
Secondary school “G. B. Vico”, Corsico, Milan (Italy)

Technical skills

Languages: C/C++, Visual Basic, *NIX Shell Scripting, HTML, SQL, Perl, L^AT_EX, PHP, Javascript

Operating Systems: Linux, Unix(HP-UX, Solaris), MS Windows 9x/NT/2000/XP

Applications: MS Office, MS Project, MATLAB, CST Microwave Studio, MySQL, Alcatel-Lucent NMS

Further Information

Hobbies: Russian Literature, Cooking, Skiing, Diving, Music

Specializations chosen during my studies, past and current work experiences gave me a wide-perspective education in Telecommunications field, which includes ICT technology, networks, digital signal processing and design of components for radiopropagation and learned how to apply scientific knowledge to a commercial context.

Furthermore, work experiences - especially in MISARC - provided me with management and innovation skills: I have been introduced to focusing and understanding the critical factors which transform a merely good technology or research experience into a successful and marketable innovation.

Due to the big economic development and technical potential belonging to Russian Federation and also personal knowledge and abilities, I am willing and motivated to manage relationships, also institutional with countries of former USSR.

I am available for long-term missions.