



Valter Amerio works as business consultant & innovation broker. In the role of business consultant he collaborates with small & medium enterprises in different industry, start-ups, mainly in high tech sector, no-profit companies and European Commission Agency for SME (EASME) for business development. In the role of innovation broker he connects businesses and entrepreneurs to open innovation community in order to help small & medium enterprise in strategic innovation programs in the digital era. He has a consolidated experience in the development of innovative projects and a deep understanding of business needs in different industry, such as: information & communication technology, oil & gas, energy & utilities, automotive, manufacturing and agriculture.

As chairman and managing director, he led a project in Costa Rica in collaboration with Italian and international investors and the local Government. The project consisted in the development of a new model of real estate investments including the development of profit and no-profit activities.

He has worked for IBM and Microsoft with the responsibility of the commercial relationships for the major Italian industrial groups. In this role he has developed relationships and partnerships at business executive levels with customers and partners establishing the basis of a sustainable business growth. In different roles and managerial positions he engaged and deployed projects in complex environments including consulting, system integration and outsourcing services.

As mechanical engineer he has worked for Worthington, worldwide leader for the engineering and production of industrial equipment, for nuclear plant programs.

He graduated in Mechanical Engineering from Genoa University, Italy. He was awarded in strategy analysis from INSEAD University, Fontainebleau (Paris).

He is married with two children and he works in Milan, Italy.

Business Consultant & Innovation Broker

2012 –Actual (7 Years)

Below, the list of companies with which Valter Amerio has worked over years.

ProcessNet (www.processnet.eu/it/). Founded in 2003 with the aim of providing leading companies with a set of organizational and ICT professional services specifically designed to enable business change. ProcessNet is focused on project & portfolio management, enterprise information management, process management and organization, human capability development, ICT infrastructure and hosted services.

Dynamo Academy (www.dynamoacademy.org). Since June 2016 offers programs of advance education and consultation concerning the area of business for the common good, in a context of exchange and comparison based on concrete examples of inspiration. Dynamo Academy represents in Italy an excellence in the field of social business: its profit is totally dedicated to Dynamo Camp (www.dynamocamp.org) which operates in the social/health assistance sector.

GReD (www.g-red.eu). Founded in 2012, GReD is an University spin-off inside Politecnico di Milano and Esri Italia and 4changing as industrial partners. GReD concerns about R&D, consulting and algorithms to perform top edge geomatics solutions. The main areas of expertise are surveying and cartography, GNSS (Global Navigation Satellite System) value-added applications and gravimetric applications. The Politecnico di Milano is one of the most relevant worldwide center for R&D in advanced technology as well as for multidisciplinary computation of georeferred spatial data.

4changing (www.4changing.it). Since its establishment, 4changing is a management consulting company that has built a high profile of relationship in order to integrate own competencies with other specific professional skills and services to identify state of the art solutions and to perform innovative projects for large organizations.

Blueit (www.blueit.it). Blueit has chosen to base its strategy on digital innovation and transformation related to the areas of digital business solutions, cloud computing, enterprise mobility and digital security. Thanks to its expertise in the process, its experience in management, IT services and its knowledge of business needs of the sectors the company works close to, Blueit has built a portfolio of innovative solutions.

DocFlow (www.docflow.it). Founded in 1995 develops solutions for managing, accessing, distributing and sharing document-based knowledge, by exploiting the most innovative, robust and flexible state-of-the-art technologies. DocFlow is focused on Enterprise Content Management and Business Process Management to provide easy, quick and customized solutions for a large variety of industry.

ISEA Group (www.iseagroup.it). Founded in 1992 is an engineering and manufacturing company operating in wastewater treatment and environmental restoration. ISEA operates worldwide with products and solutions for small and medium size communities and wastewater plants for large cities. In Italy ISEA, through Fioretto Costruzioni, operates with diversified activities from construction of new residential areas to renovation of civil and industrial areas.

Moltosenso (www.moltosenso.com), by EASME coaching assignment. Moltosenso is an Italian firm focused on developing innovative solutions based on networks of smart and wireless objects, composed by sensors and actuators remotely controlled by a reliable and cross-platform software. Moltosenso sums up an R&D path, developed within academic context (Politecnico di Torino, Istituto Superiore Mario Boella of Turin, MIT, UC Berkeley) and during national and international consulting projects for leading industrial and financial players.

COS.B.I. Costruzioni Bobine Italia S.r.l. (www.rebecchigroup.it), by EASME coaching assignment. COS.B.I. Costruzioni Bobine Italia is an Italian firm specializes in the construction of high-tech equipment and components for the electricity transmission sector. The company is part of the Rebecchi Group, active through two other companies, PR Carpenteria S.r.l. and TP Officine Meccaniche S.r.l., in sheet metal processing and high precision machining.

Chairman & Managing Director

MyLand - Fortuna Real Estate Invest

2010 –2011 (2 Years)

Fortuna Real Estate Invest is a Company located in Turin (Italy) whose mission is to identify new opportunities inside the market and delivery real estate projects. In 2010 they decided to extend their activities with the launch of MyLand, a new Company, having the mission to design and build sustainable projects worldwide. The first project was an investment in Costa Rica of 600 hectares.

As managing director I led the project in Costa Rica for a smart village, with planned investments for US\$300 million in collaboration with Italian and international investors and the local Government. The project consists in the building of a new town and the development of social and profit activities including schools, a research center for biodiversity, agriculture & cattle, community services, a resort & spa, a medical clinic, golf course, floriculture center and activities for sustainability including energy.

Business Development Executive

Microsoft Italy

2007 –2009 (3 Years)

Business development executive in charge of the major Italian industrial customers in different Industry mainly focus on Fiat, Eni, Enel and Finmeccanica Groups. In this role I contributed to a significant improving of relationship at executive level with customers and partners, the identification of the main customer investment areas, the outlining of business strategy to achieve annual targets and expected long-term growth, support sale team to close the deals ensuring the customers in achieving project results.

The main initiatives and projects engaged are the Customer Relationship Management (CRM) system for European IVECO dealer network, knowledge management and intelligent oil-field for Eni.

Client Executive

IBM Italy

1985 –2006 (22 Years)

(2004-2006, 3 Years) Client Executive for Eni Group. In this role I contributed significantly to the identification of the main customer investment areas, outlining business strategy including the most innovative projects for Oil & Gas industry, led the closing of major deals and improved relationships in the exploration and production division at business executive level.

(2001-2003, 3 Years) Client Executive for Fiat Group. In this role I contributed significantly to Global Value (IBM/FIAT Company) growth through SAP large projects business, outsourcing services consolidation and automotive industry solutions dissemination.

(1997-2000, 4 Years) Client Executive for Montedison Group. In this role I contributed significantly to IBM industrial sector growth in the strategic consulting, system integration and outsourcing business integrating PriceWaterhouseConsulting competencies joined in 2000.

(1987-1996, 10 Years) Account Manager for the major industrial customers; ABB Group, ILVA/RIVA, Elsas Bailey and Bayer.

(1985-1986, 2 Years) System Engineer.

Mechanical Engineer

Worthington

1983-1984 (2 Year)

As mechanical engineer he has worked for Worthington, worldwide leader for the engineering and production of industrial equipment, for nuclear plant programs.