



## Federico Arcangelo Marra

Via Emanuele, 172 Pontecagnano Faiano (SA)  
Tel: +39 089200001 - Cell.:+39 3357267088 - email:  
[federico.marra@gmail.com](mailto:federico.marra@gmail.com)

---

### CAREER & INDUSTRY

*Senior Project Manager, **PMP certified on October 2006**, with a multi-year experience gained mainly by working for a leading Telecommunication multinational company (ITT FACE, ALCATEL, ALCATEL-LUCENT, NOKIA, especially in **the telecommunication SW application development, telecommunication HW/SW solutions delivery and integration for domestic and international incumbent/new telecommunication operators and large public/ private enterprise**. Moreover, I have been involved in the development and delivery of **Command Control Safety Security solutions for the public transportation sector for domestic and international public transportation companies**.*

*As PM, I master the entire life cycle of the project, supporting the offer preparation till the handover to the operation support. I have managed development and project teams, national and international, by looking at the quality of the work produced, the motivation, the themes of professional growth. I have gained a solid experience in managing relationships and negotiations with customers and suppliers in coordination with sales team and procurement respectively.*

*I'm oriented to the results and I have developed a high attitude to problem solving and the ability to make weighted decisions even under pressure.*

*Currently I am working as **PM expert supporting the commercial offer within EMEA market**. At same time, **I held training courses for obtaining the PMP certification** to worldwide PM classes through a collaboration platform.*

---

### JOB DESCRIPTION

**Technevalue** Pfäffikon - Swiss

2020 - now

*TechneValue is a young and dynamic entrepreneurial venture providing a 360° business counselling service to address all the needs of a company. TechneValue due to the multicultural and international experience and nationalities of its partners provides a strong link among the EMEA Countries offering its clients the opportunity to develop and foster their business in an international context.*

**Senior Project Manager – PMO Manager (2020 - now)** – Providing project management consultancy to the Technevalue customers directly managing customer projects or supporting the customers project managements teams. Responsible of the Project Management Office for the control of all the projects and their Cost Optimization & Margin Improvement. The improvement is achieved increasing the effectiveness of the processes, recovery of contingency, rationalization of suppliers. The achievements were measured through a performance monitoring along the year in terms of precision and accuracy

---

**Nokia Italia (ITT FACE, Alcatel, Alcatel-Lucent)** Battipaglia

1982-2017

*Nokia Italia counts more than 1000 employees dedicated mainly to sales, delivery, technical support and R&D activity for the domestic and international market. It belongs to Nokia Corporation.*

**Project Readiness Manager – Global PMO/EMEA (2017-now)** – responsible during the offer preparation phase to contribute and consolidate projects risks, project plan, resource planning. Verify the cost consistency of professional services, HW/SW, supplier, with the scope of work. Handover the project to the PM upon the PO arrival.

*In parallel I held internal training courses for obtaining the PMP certification to worldwide PM classes through a collaboration platform*

**Contract Execution Manager – Global PMO/EMEA (2015-2016)** – responsible during the offer preparation phase to verify the completeness and correctness of the contract T&C for what concern

the delivery aspects, identifying possible risks and supporting the PM during the project execution phase

**Senior Project Manager – Global Customer Delivery PMO / South Europe (2011-2014)** – Responsible for the Cost Optimization & Margin Improvement of the all the projects belonging to the SE market. The improvement was achieved increasing the effectiveness of the process through the Lean Six Sigma practice, recovery of contingency, rationalization of suppliers. The achievements were measured through a performance monitoring along the year in terms of precision and accuracy

**Senior Project Manager – Global Customer Delivery / Italy (2006-2011)** – Project Manager responsible of projects for Telecom Italia concerning Intelligent Network, OSS, Call Center Applications, Value Added Services, IPTV, PABX and Roll Out of telephonic terminals.

#### Main achievements

##### **IP Contact Center – Migration of DHL Call Center to VOIP**

Project of 3M€ € to migrate the DHL Call Center to VOIP covering the complete cycle of design, customization, integration with the customer NW and services, lab and filed acceptance and roll-out to the live sites. The project involved two Data Center for the CC platform, and 2 operational sites.

##### **IP Contact Center – Migration of Telecom Italia Call Center to VOIP**

Project of 18M€ € to migrate the TI Call Center to VOIP covering the complete cycle of design, customization, integration with the customer NW and services, lab and filed acceptance and roll-out to the live sites. The project involved two Data Center for the CC platform, and 3 operational sites.

##### **IPTV (Telecom Italia ALICE)**

Project of 9M€ to deliver the IPTV solution with the complete cycle of design, customization, integration with the customer NW and services, lab and filed acceptance and roll-out to the live sites.

##### **POSTE ITALIANE MIGRATION TO VOIP**

Project of 20M€ to migrate the Value-Added Services, PABX and terminals on VOIP covering the complete cycle of design, customization, integration with the customer NW and services, lab and filed acceptance and roll-out to the live sites. The project involved two Data Center for the VAS, 50 customer branches and 36K postal offices.

- **Design Center Manager – Application Softwre Division (2000-2006)** – Responsible of the worldwide Competence Center for the Business Support and SW development, integration and operation support of Intelligent Network OSS applications, SW solution Integrating Command and Control of public safety systems, public information, power supply and electro mechanical equipment's.

#### Main achievements

- Command and Control Solution delivered for Dublin LTR, Brescia LTR, London Underground Limited (Tubeline), Dubai Metro, RATP Paris.
- Intelligent Network OSS applications delivered to: TI, WIND, H3G, Infostarda, Intelig Brasil, Orange France, Telkom South Africa

---

#### **PERSONAL REFERENCES**

Born to Pontecagnano Faiano (Salerno) Italy on 23 August 1959 – married, 2 Son  
**Degree in Computer Science**, Università degli Studi di Salerno, 1982, 110/110 Lode  
High School: Maturità Scientifica, Liceo Scientifico “F. Severi”, Salerno, 1977

---

### **COROPRATE TRAINING AND CERTIFICATIONS**

- PMO Manager Accreditation (Alcatel University, 2014)
- LSS Green Belt Training (Alcatel University, 2012)
- SPM Accreditation (Alcatel University, 2009)
- Effective Presentations (Alcatel University, 2007)
- Comunicazione Efficace (Infinity) July 2007
- Directing Customer Projects Program (Alcatel University, 2007)
- PMP® Certified (Alcatel University / PMI 2006)
- Risk Assessment Management Training (Alcatel University, 2006)
- Advanced Negotiation Skills Workshop (Alcatel University, 2005)
- NORMATIVA RELATIVA AGLI APPALTI - B (Alcatel ISD, 2004)

*Autorizzo al trattamento dei miei dati personali ai sensi del Dlgs 196/2003*

