

Marco De Bellis

Professional Summary

C-level Executive with strong commitment delivering value to customers and shareholders. Focus on designing and executing business strategies leveraging a deep knowledge of digital and technological enablers. Offer a rare ability to balance business growth and people empowerment.

Known for growing the business, launching new initiatives and managing transitions, delving into the details of a project while maintaining a highly strategic perspective.

Areas of Expertise

- Strategic Planning & Execution
 - Digital Transformation
 - Change Management
 - Organizational Design & Development
 - Continuous Improvement of Operational Processes
 - Revenue Growth Attainment
 - Proven Skill in Negotiating and Mediating Conflict
 - Strong Consulting Approach
 - People Management
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Professional Experience

EXECUTIVE PARTNER – Value Partners S.p.A – Milan, 2018 to present

Currently in charge of designing and implementing the Firm's strategies, assisting the executive board in expansion initiatives (M&A and strategic partnerships). Focus on building an integrated consultancy model leveraging Business and Digital Technology capabilities. Expanded the firm's value proposition setting-up digital practices (which span from Data Power Transformation, to Human-Centred Design, to Process Excellence). Responsible for financial service/banking industry practice.

Selected Accomplishment:

- Developed a comprehensive, inclusive mid/long term strategic plan by collaborating with the CEO and the board of directors.
- Identified key digital-tech areas for building dedicated practices and centres of competence.

- Created and oversaw operation guidelines and policies balancing management consulting and digital technology operational models.
- Direct oversight recent strategic customers' projects:
 - European NPE servicer/investor leader – Supporting the Chief Data Officer in designing and implementing a data-driven transformation journey.
 - Major Thai Bank – Defining 5ys Strategic Plan focusing on leverage digital initiatives to underpin a global business transformation.
 - Italian Bank – Supporting the Chief Digital Officer designing data driven initiatives in credit management / risk & compliance / CRM areas.
 - Italian Leading Tolling Company – Designing a business model extension to mobile payments and value-added services based on an ecosystem approach (leveraging digital channels and data-driven initiatives).

DATA & INSIGHTS BUSINESS UNIT DIRECTOR – Exage S.p.A – Milan, 2016 to 2018

Responsible for developing Exage's value proposition empowering emerging data technologies. Fully committed leveraging Big Data & Advanced Analytics solutions in order to develop data driven digital strategies and to guarantee an overall technology integration. Executed the vertical differentiation strategy of the company by strengthening Exage's market position.

Selected Accomplishment:

- Effectively executed the company's strategy collaborating with the CEO.
- Increased both top and bottom lines.
- Implemented a proven operational process framework.

CHIEF EXECUTIVE OFFICER – Ecube S.r.l. – Turin, 2001 to 2016

Co-founder, responsible for designing and executing the company's strategy. Focused on growing the profitability and differentiating the value proposition of Ecube. Responsible for financial management.

Selected Accomplishment:

- 15 years of steady growth .
- Gained a leadership on the Big Data Italian market.
- Sold the company in 2016.

CHIEF INFORMATION OFFICER – Eurofidi S.c.a.r.l. (Eurogroup) – Turin, 2008 to 2012

As a Group CIO, responsible for mapping out ICT policies and plans consistent with the company's business strategies. Oversaw IT procurement and operations.

Selected Accomplishment:

- Implementation of organizational model and IT policies for complying with Bank of Italy regulation.

CHIEF EXECUTIVE OFFICER – Internetaffari S.r.l. – Turin, 2001 to 2010

Internetaffari was the company that funded one of the first Italian real estate classifieds (caseonline.it). As a CEO, responsible for designing the strategy aiming at an IPO.

Selected Accomplishment:

- Caseonline.it was one of the two major Italian Classifieds for four years.

BU DIRECTOR – Domino Sistemi S.r.l.- Turin, 1999 to 2001

Responsible for managing the Web and Software Development business unit.

Education

MBA-level certificate in Business Strategy from Cornell's business school, the Johnson Graduate School of Management

Law Degree, University of Turin