

# ALVISE INSALACO

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## Profile

I am dedicated to creating innovative solutions that offer lasting value to our customers and partners. My curiosity and passion drive me to explore new ideas and take calculated risks. I thrive on creativity and strategic thinking, always aiming to empower people and teams, fostering a sense of collective success.

I'm enthusiastic about disruptive innovations that bring about significant changes in business operations and industry landscapes. Applying innovative solutions to enhance existing operations is one of my strengths, ensuring efficiency and effectiveness.

I am deeply committed to promoting Diversity, Inclusion, and Equity, as well as sustainability. I believe in taking concrete actions that have a positive impact on broader ecosystems.

In terms of key competencies, I excel in leading digital transformation within sales, leveraging new technologies to enhance sales effectiveness. I have a proven track record in managing high-performing sales teams, creating a collaborative and motivating work environment. Building diverse and excellent teams is another passion of mine, always striving for excellence. My strategic vision focuses on achieving exponential growth through meticulous planning and execution.

## Experience

### *LIST SpA (part of ION Group)*

**2019 – Present**

#### **Chief Executive Officer**

As the head of the company, my role encompasses a wide range of strategic and operational responsibilities. I work closely with the board of directors to define the company's strategy and vision, ensuring alignment with our long-term business goals. My responsibilities include leading the development and execution of comprehensive business plans and making critical high-level operational decisions.

I am responsible for managing the overall operations and resources of the company, and I focus on building and maintaining an effective executive leadership team. Acting as the main point of communication between the board of directors and corporate operations, I ensure seamless information flow and strategic alignment.

One of my key roles is to establish and uphold a company culture, values, and ethics that reinforce our brand, identity, and performance. I ensure that the company complies with all legal and regulatory requirements, and I represent the company at significant external events and public engagements.

Monitoring the competitive landscape and responding proactively to market trends is crucial to maintaining our competitiveness. I oversee the company's financial performance,

investments, and other business ventures, engaging with shareholders, government entities, and the public to act as the face of the company.

Identifying and capitalizing on growth opportunities, such as expansions, acquisitions, or partnerships, is a critical aspect of my role. Additionally, I delegate responsibilities and empower team members to facilitate efficient workflow and effective decision-making.

**2017 – 2019**

**Chief Marketing and Sales Officer**

As Head of sales team at LIST, I spearhead our international expansion strategy, focusing on key markets in Spain, UK and Canada, while also managing strategic clients in Italy such as Intesa Sanpaolo. My multifaceted role blends business development, customer relationship management, and operational optimization to drive growth and align with LIST's overarching strategic objectives.

**International Market Development:**

Lead the identification and pursuit of growth opportunities in key European markets through bespoke business strategies.

Forge strong local partnerships to bolster LIST's market presence and enhance competitiveness.

Collaborate with internal teams to tailor LIST's solutions to meet the unique needs and regulatory requirements of international clients.

**Strategic Client Management:**

Serve as the primary liaison for major Italian clients, nurturing long-term relationships and ensuring alignment with their business goals.

Develop and implement account plans tailored to client needs, emphasizing value creation and revenue growth.

Coordinate internal resources to efficiently meet client demands and ensure seamless delivery of solutions and services.

**Strategic Transformation & Commercial Excellence:**

Contribute to LIST's strategic evolution by adopting best practices in commercial excellence to improve efficiency and scalability.

Lead the design and implementation of comprehensive processes, from lead generation to cash flow management, centralizing operations within the CRM.

Enhance pipeline management, forecasting accuracy, and customer lifecycle tracking to optimize commercial operations.

**Customer Advocacy and Expansion:**

Articulate LIST's value proposition to prospective international clients, showcasing success stories and adapting solutions to their specific needs.

Support cross-border opportunities by aligning the needs of international clients with LIST's portfolio and expertise.

**2004 – 2017**

**ISP Business Unit Director**

I lead the charge in pre-sales, design, and implementation for major banking projects, with a special focus on the Intesa Sanpaolo Group. As a global relationship manager, I excel in all commercial and relational aspects, especially with top-tier Italian clients. I coordinate a dedicated team of product specialists, ensuring seamless pre- and post-sales support nationwide. Additionally, I develop human resources by finding, selecting, and onboarding new talent to drive our company forward.

**1997 – 2004**

**Research & Development Manager**

Innovative developer of industrial software solutions and cutting-edge products, specializing in the architectural design of complex client-server and web-based systems.

As a seasoned project manager, I lead customer projects in the application field and seize commercial opportunities. I head the R&D team dedicated to pioneering new projects in the banking sector, focusing on treasury, middle/back-office finance, over-the-counter derivatives sales, planning and management control, risk management, and comprehensive payment systems. Since 2004, I have proudly overseen the Turin branch, driving innovation and excellence.

## **Università di Pisa**

**1995 – 1996**

### **Researcher**

As a scientific researcher in the Department of Computer Science, I delve into the fascinating world of mathematically well-defined logical systems (first-order logic) and algorithmic methods for automatic theorem proving. My work pushes the boundaries of what's possible in the realm of logic and algorithms.

## **Education**

**1989-1994**

### **Master's Degree with Honors in Computer Science**

Università di Pisa - Italy

## **Language Skills**

Italian	Native
English	Fluent (daily used for work)
Spanish	Basic

## **Interests and hobbies**

Sports	Swimming, tennis, sailing, jogging, biking
Interests	Literature, economics-politics, architecture, music, travels
Pets	Owner of a beautiful "Golden Retriever" and two cats

Autorizzo il trattamento dei miei dati personali ai sensi dell'art. 13 del D. Lgs. 196/2003 e dell'art. 13 GDPR (Regolamento UE 2016/679) ai fini della ricerca e selezione del personale.

