

Aldo Agosta

✉ aldo.agosta@gmail.com

📅 Date of Birth: [REDACTED], Ragusa, 10/01/1973



Professional Summary

Senior Account & Business Development Executive with extensive experience in cloud technologies, enterprise sales, and strategic partnerships. Proven track record in driving business growth, managing top-tier clients, and leading complex commercial relationships across industries including Financial Services, Pharma, Manufacturing, and Energy.

Professional Experience

Sicilymyhome.com

Currently

CoFounder and Strategist

- Co-founded and defined the strategic vision of SicilyMyHome.com, a platform focused on promoting premium real estate and lifestyle opportunities in Sicily to international clients mainly
 - Defined long-term growth strategy, including **platform scalability and potential expansion into hospitality and services ecosystem**
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Capgemini Schweiz AG, Zurich

Partner Development Executive

January 2023 – July 2023

- Led the development of a strategic partnership with AWS Switzerland
 - Built relationships and generated new business opportunities aligned with Capgemini's strategic goals
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Google Italy – Cloud Business Unit

Enterprise Account Manager

January 2020 – December 2022

- Promoted adoption of Google Cloud technologies across enterprise clients
- Developed commercial relationships in Pharma and Manufacturing sectors

- Focus on greenfield opportunities

Key Clients: Chiesi Farmaceutici, Menarini, Bracco, Saras, Piaggio

AMAZON, AWS EMEA SARL – Italy Branch

Enterprise Account Manager

September 2017 – December 2019

- Managed ~60 corporate clients across Pharma, Industry, Finance, and Technology
- Transitioned to Enterprise Financial Services segment

Key Clients: Intesa Sanpaolo, UniCredit, Assicurazioni Generali

- Drove cloud adoption and strengthened executive-level relationships
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SAS Institute

Account Executive (Eni S.p.A.)

July 2016 – July 2017

- Developed new business opportunities
 - Strengthened existing strategic relationship with Eni
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IBM Italy

Key Account Manager (Eni Group & Saipem)

April 2014 – June 2016

- Managed and expanded IBM business across Eni Group
- Promoted full IBM portfolio (hardware, software, services)

Global Financing Sales Manager – TOP IBM Accounts

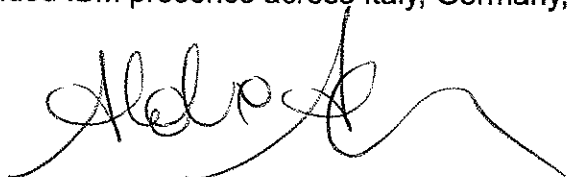
August 2011 – February 2014

- Led sales of financial solutions for IBM TOP clients
- Managed a team of 12 sales professionals
- Maximized IBM profitability through structured financing strategies

Key Global Account Manager (UniCredit Group)

June 2010 – July 2011

- Managed global relationship with UniCredit
- Expanded IBM presence across Italy, Germany, Austria, and CEE countries



Global Client Systems Manager (UniCredit Group)

January 2007 – June 2010

- Drove IBM technology portfolio adoption across multiple countries
- Coordinated cross-functional teams and resources

System x Sales Team Leader – Financial Services

June 2000 – December 2006

- Led sales team focused on major Italian banks
- Promoted IBM Intel-based server solutions

xSeries Presales Technical Support

July 1998 – June 2000

- Designed server-based solutions for enterprise clients

Gold Service Team Leader – IBM Direct Marketing

June 1997 – June 1998

- Developed business through digital channels and key accounts

Education

- **MBA**, Henley Management College (UK)
Thesis: *Business culture comparison among Italy, Germany, and Austria*
- **Business Industry Insight**, London Business School (2016)
- Specialization in Administrative & Commercial Studies – API Catania
- High School Diploma in Commercial Studies & IT – Modica, Italy

Certifications & Skills

- Google Cloud Digital Leader (2022)
- English Proficiency Level C2 – British Institutes (2022)
- Executive Selling to CxO
- IBM Talent Leadership Development Program
- IBM Global Sales Certification
- “Mini-Master” in Economics, Università Cattolica – Milan

Core Competencies

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- Enterprise Sales & Account Management
- Cloud Computing (AWS, Google Cloud)
- **Strategic Partnerships**
- Financial Services Industry Expertise
- **Leadership & Team Management**
- **Business Development & Negotiation**

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