

Lorenzo Sutton

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Detailed track record of **achievements** and **projects**: goo.gl/hTccVu

Publications, presentations and events:
www.lorenzosu.net/about/publications

Gitlab public code:
www.gitlab.com/lorenzosu



Summary

- > **Senior Project Manager**: complex, cross-cutting **IT/SaaS projects** - PRINCE2 + SCRUM certified
- > Recognised **team lead** and team player with strong **people empowering skills**
- > **Senior consulting** experience with high-end and international organisations and clients
- > Positive person, **active listener**, constructive **team player** and fast **learner**
- > Successful **client/partner acquisition** and management: from lead to **contract**
- > Deep knowledge of **IT, aaS, web/cloud, big data, Cybersecurity** and **digital** solutions
- > Track record in **business development** with recognised **communication** and **engaging** skills
- > **Bilingual** English/Italian with strong **international, inclusive/diversity** mindset and work ethics

Skills and Expertise

Project Management and Implementation Consultancy

- Long-standing **IT/SaaS project management** in a variety of verticals and R&D sectors
- Enterprise **client set-up** and **enablement** projects including training and configuration activities
- **Management/Coordination** of complex projects including EU-funded, often with **Agile/SCRUM**
- Recognised **team lead** in **cross-functional** multi-organisation partnerships (including 50+ people)
- Successful **grant application process** management for EU, National funding and bids, RFI/RFP/RFT
- Budgeting, work/resource **planning**, monitoring and **reporting** (including admin and legal)
- **Requirements, User Stories** and vision analyses, including **user-engagement** activities
- Time, stress and **workload management** ensuring quality and deadlines

Innovation Management, Business development, engagement and communication

- Effective **multi-level engagement and communication** skills (C-levels, IT, decision makers, etc.)
- Designed and carried out successful many product **trainings**, pitches, **PoC**, mock-ups, etc.
- Full-chain **client consultancy** management: acquisition, implementation, contract closure
- Strong **Innovation Management** expertise built in multi-actor, **cross-field** EU projects
- **Business** planning and development including **Business Plans, ROI, KPI, SWOT, BMC, C/B** etc.
- **Presentations**, tutorials, workshops and **content writing** for different audiences and targets
- Longstanding **international** mind-set and experience working in **high diversity** environments

Technical Highlights

- **Programming**: Python, C/C++, JavaScript, PureData, Max/MSP
- **Web/Cloud**: Strong knowledge of common web stacks (HTML / JS / CSS) and aaS paradigms
- **Enterprise / CRM / PM / Ticketing**: Mavenlink, SFDC, ZenDesk, Workday, Slack, Asana, Teams
- **Office**: Common Office suites and Google Docs/Sheets (including some google scripting)
- **Databases**: PostgreSQL, MariaDB/MySQL, exposure to MongoDB and ArangoDB
- **Web frameworks and CMS**: WordPress, Django, osCommerce, xDAMS
- **Linux**: CLI, server, SSH, shell scripting, virtualisation experience (KVM, VirtualBox)
- **Multimedia**: digital audio/video expert: creation, editing, management, online publishing

Job experience

Senior Project Manager

Oct 2022 - present

Innovation Engineering – Rome, Italy (hybrid)

Senior PM supervising **development** and delivery of IT/SaaS projects/solutions. Interacting with both clients/users and internal teams. Applying various PM **paradigms** including Agile/Scrum and supporting **R&D activities**, in particular EC funded projects.

Professional Services Implementation Consultant

Nov 2021 – Aug 2022

Hootsuite – Rome, Italy (remote)

Full SaaS **Enterpris clients** provisioning **project management** with both **technical** and **client-facing** activities. **KPIs** monitoring and customer-success focus. Custom client training and set-ups.

Senior Researcher

Oct 2017 – Nov 2021

Engineering Ingegneria Informatica Spa – Rome, Italy

Research projects coordination and **full innovation management** in different ICT/SaaS verticals including Big Data, Security & Cybersecurity, Smart factories, Agrifood. **Project Management**.

Product Management and Innovation Consultant

Jan 2016 – Sept 2017

Nesea Srl – Rome, Italy

Innovation, product and project management. EU projects, business development, including **successful client acquisition** and engagement. IT/SaaS **consultancy** and **team** (10+) management.

Innovation Management Consultant

Feb 2013 – Dec 2015

Ciaotech / PNO Consultants – Rome, Italy

Full EU **grants consultancy**, **project management** and **project work**. **Client acquisition** and management. **Business strategy** consultancy including business plans, market analyses & ROI.

Research and Digital Projects Management

Oct 2005 – Mar 2013

Fondazione Accademia Nazionale di Santa Cecilia – Rome, Italy

Projects management, R&D, IT/digital media. **Software development** Technical support. Events.

Private teaching and tutoring

1999 – 2005

Education and Certifications

Degree in Humanities – (300 ECTS)	Università La Sapienza, cum laude – Rome, Italy	2000 – 2006
MA in Electronic Music – (300 ECTS)	Conservatorio S. Cecilia, cum laude – Rome, Italy	2007 – 2012
Scrum Development Certificate	Alison / CPD	2022
Hootsuite Enterprise Certifications	Hootsuite	2021
PRINCE2 Foundation Certificate	AXELOS	2018
TEFL Intensive Training Course	The TEFL Academy, Rome – Italy	2017

Other information

Strong believer in the **positive power of technologies**. Passionate user of **Open Source** Software and **Linux**. Advocate of Open Access, Open Standards and inclusion in tech. I like to spend quality time with my family and friends. I have various interests including my **bicycle**, **music**, photography, reading, cinema and cooking.

After being a scout myself, I am **certified Scout Leader** volunteering from 1999 to 2009 and then since 2020 to present. As a scout I like to value and encourage **diversity**, potential in **people** and situations, **education**, loyalty, doing one's best. Scouting also told me various **practical skills**.