LUCA
BONESINI

Geek
Business
Developer
Blogger

ITALIAN, MARRIED
December, 6th 1970
Milan, Italy

SKILLS

- Cloud
- Application / SW Dev
- Data Analytics, AI/ML
- Security
- IT Strategy
- Spoken/Writ. English

CONTACTS

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in https://www.linkedin.com/in/lucabonesini/

🐦 @lbonesini

📶 https://lucabonesini.it

📶 https://nine30.info

AT WORK

Experienced business leader with a strong technology background and an entrepreneurial spirit, specializing in business development/sales/presale. Proven expertise in Cloud, Automation, Software Development, Data Analytics, AI/ML, and Open Source. Skilled in market positioning, offering development, and sales strategy, with a focus on building C-suite relationships.

EXPERIENCE

Oracle 2024 - Present
MYSQL CLOUD SALES REPRESENTATIVE
- Driving Oracle Cloud business in Italy for MySQL HeatWave Database Service, one MySQL cloud database service for transactions, real-time analytics across data warehouses and data lakes, machine learning (ML)

VMware 2018 - 2024
DIRECTOR CLOUD MANAGEMENT
- Overachieved >140% ten semesters in a row, Large & Corporate Accounts
- Worldwide Multi-Cloud Management Sales Specialist of the Year FY22, 183% of plan, 91% growth Y/Y
- President Club Winner FY22, FY23
- Impact Player and Trusted Advisor, worked with customers on their Cloud Operating Model implementation / Enterprise IT transformation
- Successfully implemented a Subscription & SaaS strategy at customers'

Econocom, 2014 - 2018
BUSINESS DEVELOPMENT MANAGER
- Helped customers adopting complex IT solutions (Cloud, Mobile, Data, IoT)
- Company spokesperson, Customers' Stakeholders Trusted Advisor
- Company Ambassador for Samsung
- People Manager, team of 3

Sourcesense, 2010 - 2014
SALES MANAGER
- Sales Manager, Business Developer (+160% new logo in 3 yrs)
- Open Source Ambassador, Spokesperson

Terasystem, 2009 – 2010
SALES AREA MANAGER
- Sales Area Manager Italy North-East (Infrastructure, Networking, SW Dev)
- Partner of EMC2, IBM, Netapp, BMC
- People Manager, team of 6

Alten, 2008 – 2009
BUSINESS UNIT MANAGER
- P&L Management / Sales (IT Service Management Solution)
- Partner of BMC, SAP, Microsoft
- People Manager, team of 10

ECS International, 2002 – 2009
SENIOR SERVICES SALES EXECUTIVE
- Sales, Presales, Product Development (Infra, Security, Asset Management)

Rohm and Haas (Dow Chemical), 1997 – 2002
IT MANAGER / SENIOR PROJECT MANAGER
- Italy: IT Manager (Apps, Infra, Telco | Budget & Board of Directors)
- USA: Senior Project Manager & Developer, Collaborative and Computing

Gruppo Editoriale JCE, 1990 – 1993 TECHNICAL EDITOR
Italian Air Force, 1991 – 1992 SOFTWARE DEVELOPER
Network Systems, 1989 – 1997 FOUNDER/OWNER

EDUCATION

2005-2007 Systems and Network Security - Università Statale degli Studi di Milano

1989-1992 Computer Science - Università Statale degli Studi di Milano

1984-1989 Computer Science (High School) - IX ITIS, Milano

BEYOND WORK

Devoted to family and friends, I explore interests in technology, software development, automation, content creation, writing, and sports like Track & Field, Javelin, and Mountain Biking. I find solace in playing bass guitar, singing, and nurturing my lemon tree.