

Full name Roberto Lofaro
Citizenship Italian / European Union
Location Casteldelfino (CN), Piedmont, Italy
Mobile +39 320 9381327
Email roberto.lofaro@robertolofaro.com
Linkedin <https://linkedin.com/in/robertolofaro>

Online links
P3O <https://projectmanagement.com/profile/aleph123>
Kaggle: <https://kaggle.com/robertolofaro>
GitHub: <https://github.com/robertolofaro>
YouTube <https://robertolofaro.com/ctr-channel>
Publications / CV details : <https://robertolofaro.com/cv>

Summary: **_started working in 1986** as Mainframe Programmer, then also Business analyst (automotive and banking), first QC/QA/PMO/vendor control role in 1987 (banking), first Project Management activities in 1988, Senior Project Manager and Management Consultant since 1990, Negotiator and Account Manager since 1990, Programme Manager since 1993 (cultural and organizational change)
_multinational experience across multiple industries mainly in English, French, Italian, working with CEOs, CFOs, CIOs since 1988, both for customers and service or product vendors
_mainly in Italy 1986-1997, based abroad from 1997, resumed full-time in Italy 2012
_due to lack of sustainable demand in Italy, from 2012 on PMO missions, while, to retain skills via research and analysis, shifted all the other experiences toward publishing on change, digital transformation, and related business, management, and social issues; used anyway in 2012 and 2015-2018 whenever agreed with the customer, also if outside my programme and portfolio PMO role
_currently interested on roles in Account, PMO, project, programme, portfolio, change, vendor management and coordination; willing to relocate in Europe
_from 2018 started releasing applications on open data uses in business, and during the lockdown (March – June 2020) I am updating my data-related skills (Machine Learning, AI, etc)



Main competencies

_Business analysis, Controlling, PMO, Vendor Evaluation
 _Cultural and Organizational Change, Business Planning
 _Project Management, Account/Negotiation/Vendor management
 _Data-related: Management Reporting, Business Intelligence, Data Privacy (pre- and post-GDPR), Data Warehousing, Master Data

Languages _English, French, Italian (MT) used at Cxx-level in business; German B1- aiming to C;
 _Spanish understood/read B2/C1; Dutch up to B2/C1 read; basic Russian/spoken Mandarin; others

Education

_1994-1995 Summer School at London School of Economics in London on International Political Economy
 _1994 Summer Academy at Gothenburg University on Intercultural Communication and Management
 _1984 Università degli Studi di Torino, Science dell'Informazione (dropped out in 1991 due to business 1986-1991)
 _1979-1984 Liceo Scientifico Statale "Galileo Ferraris" Torino (French, Latin, History, Philosophy, Natural Sciences)

Publications on change (most of them available at least in part online for free, all on Amazon)

2019-01-16 From #dataleaks to #consentdata ISBN 978-1794049963: on moving toward a data-centric society
2018-07-15 Just another book on innovation (in Italy) ISBN 978-1723163937
2018-06-03 The business side of GDPR: cultural and organizational impacts ISBN 978-1718910836: on privacy trends
2016-12-20 Change ISBN 978-1541066069: a "change notepad" using the IChing to share ideas about change
2015-08-22 25 years of lessons (and counting) on "relevant data" ISBN 978-1496073594: Business Intelligence and Big Data
2015-03-23 #QuPlan - A Quantum of Planning ISBN 978-1508673422: with a fictional 230-pages case study on compliance
2014-11-30 Strumenti per la comunicazione e promozione di idee - #DirittoDiVoto - 01" ISBN 978-1505281521
2014-07-26 #SynSpec - XXI Century Expert Team Building and Management" ISBN 978-1499798074
2014-01-30 The business side of BYOD: cultural and organizational impacts ISBN 978-1494844264
2013-11-18 Business Social Networking part 1 - cultural and historical perspective ISBN 978-1493747498
2013-10-26 #BFM2013 Knowledge-based Organizational Change ISBN 978-1493581078

Sample certifications/awareness learning in 2019-2020 (main list: see LinkedIn under "certifications")

_Business Design: Intrapreneurship ([certificate](#)) Design-led ([certificate](#)) Digital Supply Chain ([certificate](#))
 _SAP: Digital transformation ([certificate](#)) Functional transition to S/4 ([certificate](#)) Enterprise architecture ([certificate](#))
 _Sustainability: Lessons learned and Integrated Reporting ([certificate](#)) Social enterprises in supply chain ([certificate](#))
 _Artificial Intelligence: Elements of AI, Helsinki ([certificate](#)) Trustworthy and Ethical AI ([certificate](#))
 _Machine Learning: 13 hands-on Kaggle mini-courses on Python and ML themes ([certifications directory](#))