

+39 (320) 9381327 (please schedule a call on calendly.com/robertolofaro)

roberto.lofaro@robertolofaro.com

[Linkedin.com/in/robertolofaro](https://www.linkedin.com/in/robertolofaro)

robertolofaro.com

Roberto Lofaro

change, with and without technology

<https://projectmanagement.com/profile/aleph123>

updated as of: 2021-05-06

Worked since 1986 in multinational environments, focusing on data-related (e.g. Decision Support Systems, Business Intelligence, Data Warehousing, Management Reporting) **and cultural/organizational change**, including negotiations and **project/programme/PMO/vendor management roles** in **English, French, Italian**, starting as mainframe programmer



Main current interest: missions as PMO or related, up to 2 years (or for the initiative duration); open to longer/permanent roles involving organizational development in multinational environments

Skills

- Account/Negotiation/Vendor management
- Business analysis, Controlling, PMO, Vendor Evaluation, Project Management
- Cultural and Organizational Change, Business Planning, BPR
- Cxx-level presentation and negotiations
- Data-related: Management Reporting, DSS/EIS, Business Intelligence
- Data Privacy (pre- and post-GDPR), Data Warehousing, Master Data

Most recent similar role in a multinational context

2015 – 2018 ICT Purchasing Global PMO Consultant, CNH Industrial o.b.o. Maneat/DGS

Portfolio-level PMO role, working with both Business and ICT/Vendors, hired to act as interface between the two, working remotely on a daily basis with NAFTA, LATAM, EMEA, and weekly with APAC

- PMO and governance role on the portfolio** world-wide, from spring 2016 support to new team
- Global Supplier Scorecard:** governance, UAT, coordination with business of completion & release
- New CNH Supplier Portal:** support on harmonization of master data in preparation of launch of the new CNH Supplier Portal with various ERPs worldwide
- Purchasing Finance (business):** support to business as pmo and change management on organizational & system and process integration of Sparepart/Aftersales within Purchasing
- Supplier Quality Platform:** support on release of Interim Recovery Worksheet, and whole project of WCM/Kaizen extension (including pilot phase with key suppliers)
- Worldwide data harmonization support:** interfacing between local/global business and local/global ICT on other data transitions, e.g. SAP BPC, moving from non-SAP to SAP and others, new plant launch in Pune (India), master data alignment
- Worldwide extension of EMEA Purchasing Finance systems and processes:** coordination between Business and ICT+Vendors on onboarding of plants and financial controllers worldwide

Sample customers since 1986, by industry (main countries on site: CH, FR, IT, UK)

Automotive/Mobility	CNH, SKF, FIAT 2002, IVECO, Magneti Marelli, FIAT 1986; other hw/sw
Banking/BankingBPO	Arcafondi, Cedacri, Banco Santander Finconsumo, CSPB, Credit Suisse, CA du Var, UK-based risk/ALM software companies, FTCRA, Sanpaolo Invest, Sanpaolo
Business software	Brio, MIP, Applix, Retek, TM/1, Comshare/Arbor; support to other UK-based
Gas and Logistics	Sappi, DHL, Novogas/Liquigas, Intertransport, SAV; see also "Retail and related"
Government	Sviluppo Italia, Ministero dell'Interno, office work within the Italian Army
Retail and related	Filasport, EPA/Coop, Carrefour, Retek, Comshare, CEDIS Migliarini, GS, Autogrill
Start-ups	Watchbook/看书, TOHF, TheCruize, Teknemedi; support mainly in B F IT UK USA
System integrators	Sys-Tek, Reply (various business units), Client Focus; CGI; Andersen/Coritel
Non-profit	Trees of Hope (USA/Rwanda) and support to start-ups in Italy, UK, USA

Languages, education, publications, certifications

Languages

Main	English, French, Italian (mother tongue): used at the Cxx-level in business
Other	German B1- aiming to C; passive/active skills in other languages (in business)

Education

2017	Goethe Institut Frankfurt-am-Main Intensiv B1 residential course
1995	Summer School on “The Politics of Global Finance” at London School of Economics, International Political Economy
1994	Summer Academy on “Intercultural Communication and Management” at Gothenburg University, Sweden
1994	Summer School on “States and Firms in the International Economy” at London School of Economics, International Political Economy
1984	Università degli Studi di Torino, Scienze dell'Informazione (dropped out in 1991 due to business 1986-1991 incompatibilities)
1979-1984	Liceo Scientifico Statale “Galileo Ferraris” Torino (French, Latin, History, Philosophy, Natural Sciences)

Publications (see also robertolofaro.com for essays and [data-based releases since 2019](#))

2021-01-25	Pre-release of “AI organizational scalability – a sample data book” (the link contains links to the GitHub and Issuu.com free versions)
2020-12-17	A 25-years long case (and counting): an organizational journey through Italian bureaucracies (Citizen Audit) ISBN 979-8570432130
2019-01-16	From #dataleaks to #consentdata ISBN 978-1794049963
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
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
2015-03-23	#QuPlan - A Quantum of Planning ISBN 978-1508673422 (fictional 230-pages case study on compliance across 7 episodes: here)
2014-11-30	Strumenti per la comunicazione e promozione di idee 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
2013-01-03	#BerlinDiaries: a personal journey through the new nervous centre of Europe ISBN 978-1481854252 (links to the free version on Slideshare)

Sample certifications/awareness learning in 2019-2021 (certificates at each link)

Business Design: 2019-05 [Design-led Intelligence Enterprise](#), 2020-03 [Intrapreneurship](#), other online workshops and webinars on risk, digital transformation, sustainability, ESGs related corporate reporting

SAP: 2019-04 [Digital transformation](#), 2019-05 [Digital Supply Chain](#), 2019-12 [Functional transition to S/4](#), 2020-04 [Enterprise architecture](#), 2021-02 [Enterprise Architect’s View on SAP Business Technology Platform](#)

Sustainability: 2019-02 [Social enterprises in supply chain](#), 2019-11 [Lessons learned \(Integrated Reporting\)](#)

Artificial Intelligence: 2020-02 [Elements of AI, Helsinki](#), 2019-07 [Trustworthy and Ethical AI](#), 2020-05 [Shaping the future with Deep Learning](#), 2020-2021 [Kaggle courses on Python and ML](#)

COVID-19: 2020-05 [Johns Hopkins on Coursera- Contact Tracing](#), 2020-08 [Maximizing and Measuring Impact](#)

Security: 2021-03 [Cybersecurity basics](#), 2021-03 [Blockchain](#)

Hobbies: studying languages, cultures, social/technological change, using open data to seed analysis and writing