

Contact

www.linkedin.com/in/dancit
(LinkedIn)
www.youpdesigntech.com/
(Portfolio)

Top Skills

Enterprise Content Management
Enterprise Software
Pre-sales

Languages

English

Daniele Citterio

Partner @ Hoda.digital | Advisor @ N-and Group | Entrepreneur |
Chairman at Dizmeld
Milan, Lombardy, Italy

Summary

With over 20 years of experience in selling and delivering digital transformation projects to large and mid-size companies, my passion is to develop teams and create innovative solutions that empower my organization to achieve the maximum level of efficiency and performance. I began my career in software development and transitioned into the entrepreneurial realm in the late '90s. I successfully started, grew, and sold two ventures focused on enterprise portals (eThink) and enterprise content management (Klever).

After spending 10 years helping InfoCert grow as a market leader in the digital trust space, I joined Hoda.digital as a Partner and COO. I contributed to the kickstart of Dizmeld Foundation with the mission to push decentralized identity adoption. I am exploring new venture opportunities in the WEB3 space.

Main Responsibilities:

Support business development and sales initiatives, leveraging my industrial/technical background to create end-to-end valuable solutions.

Ensure that project solutions and technology investments are consistent with the organization's strategic and business development objectives.

Develop the team's competencies, skills, accountabilities, and capabilities.

Support the development of lean processes and an agile mindset within the company.

Specialties: AI, digital transformation, API economy, identity management (with a focus on Self-Sovereign Identity), lean software development, design thinking.

Industry Expertise: Strong background in banking and insurance, with extensive experience in other vertical industries like life sciences and utilities.

Experience

HODA Holistic Data Activation
Partner and Chief Operating Officer
March 2024 - Present (4 months)
Milan, Lombardy, Italy

N-and Group Ltd
Technical Advisor
March 2024 - Present (4 months)
City Of Bristol, England, United Kingdom

DizmeID
Chairperson
March 2021 - Present (3 years 4 months)
San Francisco Bay Area

Chair of the Governing Board.

InfoCert
10 years 7 months
Chief Technology Officer
January 2017 - March 2024 (7 years 3 months)
Milano

As Chief Technology Officer at InfoCert, I focus mainly on external customers needs, developing strategies to increase the company's top line and aligning the company's product architecture with business priorities
I run the organization's technical sales group and delivery team (50+ people)
I scout and manage vendors that supply technologies and solutions to enhance the company's product(s)

Director, Enterprise Solutions
September 2013 - January 2017 (3 years 5 months)
Milano, ITALY

As Director of the Enterprise Solutions BU, I lead the design and the delivery of our digital transaction management solutions and system integration projects.

Achievements to date:

* My previous venture has been merged with InfoCert in 2013 to create the new Enterprise Solution division.

* I've managed the double digit growth of the InfoCert Enterprise Solution division launching top-seller products like TOP - Trusted On-boarding Platform- and LegallInvoice

YoUP Design+Technologies

Board Member

January 2016 - March 2019 (3 years 3 months)

KLever

Founder, Partner

January 2006 - August 2013 (7 years 8 months)

Milano, ITALY

<http://www.k-lever.it>

KLever is the Knowledge Management company of the Infocert group. KLever is focused on providing comprehensive content and knowledge management solutions for today's enterprises.

Our strengths lie in our ability to transform raw data and information in knowledge, supporting –via our agiLever methodology- customer's business needs and strategy.

Deltadator

Business Development Manager

February 2005 - December 2005 (11 months)

Manager of Business Development for Enterprise Division of DeltaDator (www.deltadator.it). Focus on eBusiness and Enterprise Content Management solutions

Agorà Telematica

Business Development Manager

January 2002 - February 2005 (3 years 2 months)

eThink

Founder, Managing Director

June 1998 - December 2001 (3 years 7 months)

Centura Software (formerly Gupta)

Pre Sales Consultant, Product Marketing Manager, Professional Service Manager

June 1994 - June 1998 (4 years 1 month)
