

Contact

www.linkedin.com/in/danilocattaneo (LinkedIn)
www.infocert.it (Company)

Top Skills

Business Intelligence
Strategy
Consulting

Languages

English (Full Professional)
Spanish (Limited Working)

Danilo Cattaneo

CEO at InfoCert - Chairman at Camerfirma S.A.
Rome, Latium, Italy

Summary

After receiving the Italian University degree cum laude in 1993 I worked as a Researcher at Middlesex University in London. In 1995 I moved back to Italy working at Magaldi Ricerche e Brevetti. In 1996, I moved to Sintel Consulting and in 1997 to Andersen Consulting (Accenture).

In 1998 I joined Oracle Corporation where I worked with increasing responsibilities, the last two years as Business Intelligence Country Manager for Italy reporting to EMEA VP for BI.

In 2004-05 Oracle selected me for an Executive MBA held by the University of Edinburgh.

In 2009-10 Oracle further invested on my management and strategy skills with an MBA course held by Ecole Nationale des Ponts et Chaussees, Paris.

In 12 years spent in Oracle average budget achievement is above 140%, with a significant track of results.

In September 2010 I started working as Managing Director at InfoCert. Results to date have always been above targets, with a significant improvement in both revenues and net profit, thanks to spreading a new company culture focused on innovation and result orientation.

In 2011 I have been appointed Sixtoma Vice President.

In 2013 I have been appointed Chairman of DTCE (Digital Trust and Compliance Europe) and served in this role for two mandates.

In 2014 I have been nominated member of advisory board, EMBA Tor Vergata.

In 2015 I have been nominated InfoCert CEO (Amministratore Delegato).

In 2016 I have been nominated LeFonti Awards CEO of the year - digital services.

In 2017 I have been appointed Sixtoma President.

In 2018 I have been appointed Camerfirma Chairman of the Board and Chairman of Advisory Board EMBA Tor Vergata

In 2019 I have been nominated Luxtrust board member

My main goal is to build high performing teams of people, capable of creating value in an atmosphere of openness and integrity, for sustainable growth.

Experience

InfoCert

Amministratore Delegato - CEO

September 2010 - Present (13 years 10 months)

Rome Area, Italy

My role is to lead InfoCert toward increased effectiveness in the production and sale of innovative digital trust solutions in the European market.

Achievements to date: I joined the company as Direttore Generale (COO) in September 2010, closing the Fiscal Year with 20 million revenues and zero EBIT margin. Working on cultural and organizational change InfoCert went through a period of significant growth and innovation, exceeding targets every single year and always showing double-digit growth, EBIT and net profit, reaching in 2016 52 million revenues and in 2018 about 80 million. In July 2015 I moved to the position of Amministratore Delegato (CEO). At present InfoCert is the leading European Digital Trust Service Provider, it is very active in research and innovation, enabling its customer to leverage the business value of digital transformation.

In 2018 InfoCert acquired 51% of Camerfirma Spain, in 2020 17% of Authada, Germany and in 2021 60% of Certeurope, France, creating the first pan European QTSP.

CA Camerfirma S.A.

Chairman

May 2018 - Present (6 years 2 months)

Madrid Area, Spain

Sixtema

Presidente del CDA - Board Chairman

May 2017 - Present (7 years 2 months)

Modena

Oracle

Principal Sales Consultant - Sales Director BI for Italian market

June 1998 - August 2010 (12 years 3 months)

Starting as Principal Sales Consultant and leaving the company as Director of a business unit for the Italian area I had the opportunity to practice in a different role every 2 years. Selected as the only Italian to two company funded MBA programs, I pushed hard to improve my skills in a result oriented environment. In 12 years in the company the average achievement has been 140%, and often the assigned team showed best KPIs among European countries.

Accenture (formerly Andersen Consulting)

Experienced Senior

June 1997 - May 1998 (1 year)

Sintel Consulting, Finmatica Group

Project Manager

April 1996 - May 1997 (1 year 2 months)

Magaldi Ricerche e Brevetti

IT Manager

February 1995 - March 1996 (1 year 2 months)

Middlesex University, London

Researcher - Associate Lecturer

September 1993 - March 1995 (1 year 7 months)

Education

ENPC MBA Paris - ENPC School of International Management

MBA, Technology & Entrepreneurship · (2009 - 2011)

Università degli Studi di Salerno

Laurea Specialistica, Informatica (computing) · (2005 - 2006)

The University of Edinburgh

EMBA, Business Administration · (2004 - 2005)

Università degli Studi di Salerno

Laurea, Computing Science · (1988 - 1993)