



Roberto Fazio

CxO Executive focus on Artificial Intelligence and Emerging Technologies

Firenze, Italy

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Nationality

Italian

Skills

Generative AI and LLMs

Software Development Skills

IT Operations Management
and Optimization

Strategic Planning

Effective Team Leader

Financial Management and
Analysis Marketing and Sales
Strategy

Execution Revenue Growth
and Business Development

Agile (Scrum)

C++

C#

HTML5 & CSS

Python

MySQL

AWS Services

Profile

As a seasoned executive with over two decades of experience in **digital transformation** and **IT management**, I have a proven track record of driving innovation and aligning technology strategies with business objectives across multiple industries, including energy, retail, and utilities. My expertise spans **cloud computing**, **AI**, **machine learning**, and **digital solutions**, with deep experience in **AWS services** and cloud infrastructure. Having led cross-functional teams, I have consistently delivered impactful results by leveraging emerging technologies like serverless architecture and big data analytics to support business growth, improve operational efficiency, and reduce costs.

In my role as Chief Digital Officer at Polaris Engineering, I defined the **company's technology vision** and **executed cutting-edge AI** and IoT-driven solutions tailored for B2B sectors. My experience in fostering strategic partnerships, **managing high-performing teams**, and **delivering transformative digital solutions** positions me to excel as a Technical Account Manager at AWS. I am passionate about being a trusted advisor to enterprises, helping them navigate their cloud journey and unlocking the full potential of AWS to drive innovation in the energy sector.

Employment History

CDO, Chief Digital Officer, Polaris Engineering SPA, Milano

March 2023 — Present

I am at the forefront of crafting and implementing our **digital and business strategies**. I spearhead our R&D unit, focusing on the development of cutting-edge **Generative AI** and **ML solutions**, with a specialized emphasis on **conversational assistants** and **LLMs open source** tailored for the B2B sector (Industry, Reail, Ho.Re.Ca. and HR)

- Technology Stack: LamaIndex, LangChain, Mistral
- Lead the digital strategy execution
- Direct a high-performing team
- Identify and implement new business models
- Define product specifications
- Drive the integration of AI and ML
- Deliver impactful results
- Continuously explore emerging AI and Generative AI trends
- C-level activity monitoring



CEO & Chief Product Officer, Portal Technologies srl, Florence IT

April 2020 — May 2023

I led the development and management of a **SaaS AI** predictive analytics (Retail, Ho.Re.Ca. & HR) products. I coordinated the team and managerial operations, ensuring the success and growth of the company management prospects as Ferrari, LiuJo, Gucci ...

- Strategic Planning and Execution
- Revenue Growth and Business Development
- Team Building and Leadership
- Leading the innovation process to create cutting-edge AI solutions.
- Operations Management and Optimization
- Financial Management
- Decision-making process
- Pitching to VC
- Technologies: *C++, Shell, PHP, Laravel, Docker, AWS, React, Python*

CEO & CTO, StudioRF Interactive Media Design, Florence IT

October 2010 — April 2020

As the CEO & CTO, I serve as the **General Director of organizational management and decision-making activities**, ensuring strategic alignment and operational efficiency across all departments. My role involves leading the team with a focus on fostering innovation and driving business growth.

- Technical Director (AI, AR, VR and Computer Vision)
- Software Developer (C++, C#, Unity3D, OpenGL, Bash)
- Executive Project Management
- Leading AI initiatives and integrating AI-driven solutions
- Team Leadership up to 20 people,
- Financial Management
- Risk Management

IT Manager & Software Developer (Co-Founder), Apparati Effimeri srl, Bologna

January 2008 — October 2010

As CxO, I am responsible for overseeing organizational management and decision-making activities, ensuring that all departments are strategically aligned and operating efficiently. My role encompasses leading the team with a strong emphasis on innovation and business growth.

- Technical Leadership R&D focused on Interactive Media
- Software Developer
- Executive Project Management
- Business Development
- International Project Leadership: leading international teams of up to 20
- Team Leadership
- Financial Management
- Risk Management

IT Manager & Software Developer (Board Member), Saitel Telematica scarl, Verona, Padova IT

July 2004 — March 2006

As a co-founder of Saitel, a telecommunications company, I was responsible for managing telecom projects. I handled both technical and commercial aspects, contributing significantly to the company's growth and securing prestigious clients such as Warsteiner, Paluani, Riello, and Aermec.

- Business Strategy Development
- Software Developer (C#, .NET, Bash, PHP, C++)
- Revenue Growth
- Technical Leadership
- Technical and Commercial Management
- Customer Relationship Management
- Marketing and Digital Strategy
- Technology Strategy
- Sales Leadership

Software Developer & IT Pre Sales, Technet srl, Verona, IT

October 2000 — July 2004

I managed telecom projects (VoIP and PBX for Italian SMEs) in both technical and commercial roles. I gained extensive experience in developing telecommunications solutions and honed my interpersonal skills through customer management.

- Technical Development
- Software Developer (C, .NET, C++, Assembly)
- Solution Customization
- Customer Management
- Technical Support
- System Integration
- Client Relationship Management
- Training and Education

Education

Diploma, Electronics and telecommunications, Verona

1992 — 1997

Interests and miscellaneous

Technology Enthusiast: I started programming at the age of 11 with C64

Teacher and Educator: Since 2010 I Teach in the University around the world

Investor: I am a Business Angel and Advisor for 4 early stage Startup

Finance: I like Economics and Financial and I am a Retail Trader

Family: I am the father of 3 children, Gioele, Dalia, and Gilda

Music: I play electric guitar

Art: I am an expert in digital and generative art

Reading: I enjoy reading, learning

Sports: I have practiced boxing at a competitive level for 15 years

Additional Information

I am a reflective and determined person who strives to achieve goals. I enjoy intellectual debate and mediation. I learned everything I know by surrounding myself with people who are more competent and intelligent than I am. I have made many mistakes that have led me to consciously improve inwardly.