

CARLO GARAVAGLIA

SOLUTIONS CONSULTANT



PROFILE

With over a decade of experience in IT services, cloud transformation, and business development, I specialize in driving value for organizations through innovative technology solutions and solving complex challenges. A strategic thinker with a knack for building strong partnerships, I thrive on creating impactful solutions that align with both business goals and cutting-edge advancements.

CONTACT

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🌐 carlogar.it

WORK EXPERIENCE



Insight Technology Solutions Solutions Consultant

2022 - PRESENT

As a Services Development Executive, I am dedicated to fostering and enhancing IT service-oriented relationships. I am entrusted with the responsibility of generating demand for Professional and Managed Services that align with Insight's areas of expertise. Working closely with Executive Account Managers or Directors, I collaborate with clients and stakeholders across functions to facilitate the achievement of their IT objectives and desired outcomes. Through these partnerships, my aim is to establish Insight as the preferred 'partner of choice' for IT transformation initiatives, thereby elevating the maturity of business relationship.

Insight Technology Solutions EMEA Cloud Transformation Specialist

2018 - 2022

Helping our existing and potential customers and partners across 11 countries understand the advantages of the cloud and how they can transform their workloads leveraging Azure and finding new way forward to evolve and enrich the partner portfolio. 100% focused on the Microsoft CSP program.

Check Point Software Technologies Distribution Manager

2017 - 2018

Main role was to develop the distribution channel with a focus on the finding of new strategic partners and develop the new business in parallel of the existing ones.

Insight Technology Solutions Executive Account Manager

2015 - 2017

Driving the entire project process to obtain the satisfaction of the Service Providers, in terms of projects requirements, licensing & OPEX compliances, products & new technology consultancy.

Insight Technology Solutions Inside Account Manager

2014 - 2015

Esprinet S.p.A. Sales Specialist

2011 - 2014

Focused on Enterprise Security and Business Continuity software solutions, I was driving the entire sale cycle in order to win the deal and ensure customer satisfaction.

SKILLS

- Business Requirements
- Sales Presentations
- Negotiations
- Time Management
- Proposal Writing
- Effective Communication
- Critical Thinking

LANGUAGES

- English (Fluent)
- Italian (Fluent)

ExpoTraining

2011 - 2011

Junior Sales Account

Main goal was to sell exposition stands to professional training businesses.

ScuolaZoo, gruppo Triboo S.p.A.

2010 - 2011

Junior Sales Account

efusion mmog GmbH

2010 - 2011

Italian marketing & PR



EDUCATION

Bachelor of Economics and Business Administration

2010

Università Cattolica del Sacro Cuore

Curriculum "Marketing and Corporate Communications"