

Europass Curriculum Vitae

Personal information

First name(s) / Surname(s) **Tiziano Modotti**
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Nationality Italian
Date of birth 27/01/1980
Gender Male

Work experience

Dates	01/2014 - now
Occupation or position held	Sales Manager, M2M/IoT Products, South Europe
Main activities and responsibilities	IOT Sales strategy definition and implementation (Direct and Indirect Channel) Direct sales activities in key opportunities Business development activities with final customers and System Integrators Distributors and System integration support for sales execution
Name and type of business	Eurotech Spa, Embedded Computing Market (Industrial plant and connected product)
Dates	01/2009 - 12/2013
Occupation or position held	Group Product Marketing Manager
Main activities and responsibilities	Product management activities throughout the product lifecycle (from idea to market introduction) Product collaterals and marketing message definition Definition of the marketing and sales strategy for the following families of products: - IOT Platform, Rugged mobile computers, Wearable computers, Wireless sensors
Name and type of business	Eurotech Spa, Embedded Computing Market (Industrial, Transportation OEMs and SI)
Dates	06/2007 - 01/2009
Occupation or position held	Junior Product Manager
Main activities and responsibilities	While working in this position I had a primary role in the development and launch on the market of two wearable products
Name and type of business	Eurotech Spa, Embedded Computing Market (Industrial, Transportation OEMs and SI)
Dates	09/2005 - 06/2007
Occupation or position held	Software Engineer
Main activities and responsibilities	C/C++ Software development (from board start-up to production), Windows and Linux application and wireless sensor network development
Name and type of business	SAEE srl, Embedded Product Development

Education and training

Dates	02/2011 - 02/2011
Title of qualification awarded	Solution Selling
Principal subjects	A new approach to creating demand, generating prospects and new business, a behaviourally correct technique for developing buyer needs, tools for people management and for pipeline prediction
Name	Sales Consulting Partners Srl (Private company)
Dates	10/2006 - 01/2007
Title of qualification awarded	Project Management Course
Principal subjects	Project management best practice, Create and manage a team, Personal improvement/counselling
Name	ENAIIP (Private non-profit organization for vocational education and training)
Dates	06/2006 - 07/2007
Title of qualification awarded	Business English Course
Name	Keep Talking (Private owned)
Level	C1 of CEF levels
Dates	09/1999 - 09/2005
Title of qualification awarded	Master Degree in Electrical Engineering (105/110)
Principal subjects	Microelectronic Curriculum
Name and type of organisation	University of Udine (Engineering Faculty)

Personal skills

Mother tongue(s) **Italian**

Other language(s) **English, French (Basic)**

Self-assessment
European level ()*

English

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user	B2	Independent user

(*) [Common European Framework of Reference \(CEF\) level](#)

Social skills and competences	<p>I'm very passionate and determined person and I have been able to achieve a leadership position thanks to entrepreneurial skills.</p> <p>I'm used to extensive travelling and to work in international and multicultural environment due to a significant amount of time spent travelling in Europe, USA (relocated for 6 months) and ASIA.</p> <p>I have a good level of communications skills throughout organization levels and I'm able to establish long term relations with colleagues and customers.</p>
Artistic skills and competences	Daily use of Windows and Mac OSs and productivity tools, basic knowledge of programming languages (Java, C/C++), embedded OSs (linux, windows embedded) and embedded software components, database, data brokers, cloud infrastructures (IaaS, PaaS, SaaS) and business models, integration processes, web and mobile application development.
Other skills and competences	While I was studying at the University I run, as a Vice President, a local non-profit organization for gathering funds for a small kindergarten through event organization. In four years we have been able to triple the profits and the donation to the kindergarten.
Driving licence(s)	B