

## Roberta Gargano

**Citizenship:** Italian

**Marital Status:**

**Date of birth:**

**Address:**

**Mobile:**

**E-mail:**

### **BACKGROUND:**

#### **17+ Years Telecom Sales Experience**

### **KEY ACHIEVEMENTS:**

- Autonomously handled telecom sales in Europe, Africa, Middle East and South Asia.
- Proactively sourced brand new business by developing creative sales strategies and getting involved in multiple aspects of the Telco business (wholesale, retail, marketing).
- Created network of contacts from scratch for start-up companies (or start-up segments) & actively contributed to the exponential growth of the business.
- Consistently regarded as a reliable and trustworthy individual to autonomously and professionally represent the employing company in various parts of the world.

### **CORE STRENGTHS:**

- Comfortable in handling business in 4 languages (English, Italian, Spanish and French).
- Autonomous and capable of working with minimal supervision.
- World-wide network of contacts.
- Strong negotiator.
- Natural flair in building solid business relationships.
- Public Speaking experience.

### **EMPLOYMENT HISTORY:**

January 2016 – January 2020: **Telenor** – Dubai, UAE (Telecommunication company)

#### **Regional Manager, Middle East and Africa**

Responsible for business development in Middle East and Africa. Assigned to interconnect new mobile operators and retailers.

Main clients:

Moov group, Millicom group, Africel Group, Tunisie Telecom

Achievements: individual target 95-110%. Personally contributed to creating new business opportunities, and grew a portfolio of assigned idle customers from zero margins to 750keur yearly. Personally achieved to interconnect new niche providers and new clients.

April 2011 – December 2015 : **Telecom Italia Sparkle** – Dubai, UAE (Telecommunication company)

#### **Senior Sales Manager, Mobile Services**

Responsible for Mobile Sales to Middle Eastern and South Asian Operators. Assigned to explore markets that were brand new for the mobile services segments within Sparkle.

Main clients:

Q-tel Group (Qatar, Indonesia, Tunisia, Maldives, Oman, Kuwait), Mobilink (Pakistan), Airtel Group, ASGSM (Somalia).

Portfolio of product includes: Global Signaling; IPX / LTE; SMS hub; SMS transit; Dual Imsi.

Proactively contributed to the increase of the number of Clients for the Global Signalling and SMST. Personally achieved new markets and new clients (ME and SAARC were a virgin market for TIS prior to my employment).

May 2009-April 2010: **MACH** – Dubai, UAE (Telecommunication company)

**Regional Sales Manager**

Responsible for Mobile Sales to African Operators. Assigned to explore brand new markets (Burundi, Comores, Uganda, Namibia).

Main clients:

MTN Group (South Africa, Zambia, Botswana, Ghana, Nigeria, Rwanda), Green Telecom Group (operations in Uganda, Rwanda, Ivory Coast, Niger), Telma (Madagascar), Millicom Group - Emtel (Mauritius) – Rwandatel, BeMobile (Botswana), CellC (South Africa), Leo (Namibia).

Portfolio of product included:

- Data and Financial Clearing; Roaming Hub; Dual Imsi and SMS hub; Repricing services; Fraud protection solutions.

Achievements: individual target 105%. Personally responsible for business worth Eur1Mn Revenue per year. Proactively contributed to the exponential increase of the number of piers of the roaming hub (Link2One). Personally achieved new markets and new clients (Green Telecom group entities).

April 2006-April 2009: **iBasis, Inc** - London UK (Telecommunication company)

**Country Manager**

Autonomously handled all the Voice Business relationships within the Italian & Spanish region. Role includes:

- Buying and selling to wholesale and retail customers (including mobile); Relationships with mobile operators and PTTs; Management of bilateral contracts and swaps; Development of termination routes; New business development.

**Sales Account Manager**

Responsible for developing business relationships within EMEA, with special attention to Italy, France, Spain, Portugal, Germany. Tasks included:

- Proactive selling to wholesale and retail customers; Regular face to face meetings both in the UK and abroad; Liaising with finance department for risk management of prepaid customers; Liaising with provisioning for capacity expansion and new interconnects; Liaising with NOC for quality control and customers' support; Dispute resolution support when needed.

Achievements, Team target: 2006: 113%, 2007: 108%, 2008: 112%. Personally responsible for business worth on average 400k\$ margins month. Promoted to Country Manager.

Jun 2004-February 2006 **Lycatel Ltd**, London (Telecommunication Company)

**Carrier Relation Executive**

Mainly responsible for developing new business within EMEA with special focus on Italy and Spain. Tasks included:

- Researching new leads and start up business relationships;
- Reviewing and amending agreements – very strong negotiation of terms;
- Buying tasks - proactive cost reduction negotiation procedures;
- Regular face to face meetings both in the UK and abroad;
- Maintaining LCR up-to-date.

Closed contracts with major European customers such as Telefonica, Wind, Novis, Teliasonera, Jazztel and others. Critically contributed to the exponential growth of the company from 80Mn minutes per month (June 2004) to 500Mn minutes per month (August 2005).

Aug 2001-May 2004 Promedia Events, Italy (Broadcasting/event organization company)

- **Communication / Marketing - Account Manager**
- **Live & TV Presenter**

Solely in charge for sales and marketing strategies within the event/shows organization such as fairs, exhibitions, international conferences, live entertainment shows. Coordinated sales force. Also performed the role of live and TV presenter for the in-house developed events shows.

Jan – Dec 1999 **Marketing Management**, Italy (Telemarketing company)

**Telemarketing Executive**

Duties included:

- Proactive research of new business opportunities;

**EDUCATION:**

**1997-2003 University of Palermo, Italy**

Postgraduate Degree in Communication Management

**Sept 2002 – Apr 2003 Universitat Rovira y Virgili, Spain**

Trans-national marketing research for completion of M.A. in Science Communication (within the Erasmus Project).

**1987-2001 Conservatoire Vincenzo Bellini of Palermo, Italy**

Degree in Piano proficiency and Music

**1991-1996 Vittorio Emanuele II, School, Italy**

Diploma in Classical Studies – Latin, Greek, Literature, Art

**PERSONAL DEVELOPMENT:**

Public Speaking skills

Proficiency in Microsoft Office.

Good knowledge of Power Point and Corel Draw, Adobe Illustrator

Basic Knowledge of Adobe Photoshop.

**LANGUAGES:**

Italian: mother tongue.

Fluent English, Spanish and French used at business level.

**HOBBIES AND INTERESTS:**

Yoga, Nutrition.



# Ministero della Giustizia

## Sistema Informativo del Casellario Certificato del Casellario Giudiziale (ART. 24 D.P.R. 14/11/2002 N.313)

CERTIFICATO NUMERO: 21208/2022/R

Al nome di:

Cognome **GARGANO**  
Nome **ROBERTA**  
Data di nascita **27/11/1977**  
Luogo di Nascita **PALERMO (PA) - ITALIA**  
Sesso **F**

sulla richiesta di: **INTERESSATO**  
per uso: **RIDUZIONE DELLA META' DELL'IMPOSTA DI BOLLO E DIRITTI: PER ESSERE ESIBITO IN OCCASIONE DI CANDIDATURA ELETTORALE (ART. 1 COMMA 14 LEGGE 3/2019)**

Si attesta che nella Banca dati del Casellario giudiziale risulta:

**NULLA**

ESTRATTO DA: CASELLARIO GIUDIZIALE - PROCURA DELLA REPUBBLICA PRESSO IL TRIBUNALE DI PALERMO

PALERMO, 26/04/2022 12:29



IL RESPONSABILE DEL SERVIZIO CERTIFICATIVO  
( PARDO TERESA )

Il presente certificato non può essere prodotto agli organi della pubblica amministrazione o ai privati gestori di pubblici servizi della Repubblica Italiana (art. 40 D.P.R. 28 dicembre 2000, n. 445), fatta salva l'ipotesi in cui sia prodotto nei procedimenti disciplinati dalle norme sull'immigrazione (d.lgs. 25 luglio 1998, n. 286). Il certificato è valido se presentato alle autorità amministrative straniere.



**\*\* AVVERTENZA \*\***

Certificato del casellario giudiziale - (ART. 24 D.P.R. 14/11/2002 N.313) - al nome di:

<b>Cognome</b>	<b>Nome</b>	<b>Luogo di Nascita</b>	<b>Data di nascita</b>	<b>Sesso</b>	<b>Paternità</b>	<b>Codice Fiscale</b>
GARGANO	ROBERTA	PALERMO	27/11/1977	F		GRGRRT77S67G273T

Si attesta che nella Banca dati del Casellario Europeo NULLA risulta.