

DANIELE WÄLTI



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Synopsis

General manager of ICT and telco companies in Ticino, Switzerland and worldwide, managing projects in digital transformation, in both software and hardware environments, for large and mid-sized companies. Employment of methodologies, systems and practices to manage projects by means of a variety of techniques.

Management skills in ICT project management, executive director, risk management, ICT controlling and ICT transformation. Deep IT and Telecom knowledge. Successful M&A experience. Knowledge in management and development of wealth management software and banking portfolio management processes.

Project owner in Telco, ICT workflows, e-governance, security and risk management.

Acquisition of customers and management of large and complex projects in enterprises. Organizational capabilities and able to work under pressure, delivering results within the set deadlines and ensuring successful outcomes. Demonstrable analytical skills and proven ability to solve complex issues through excellent communication, facilitated by language capabilities and negotiation ability.

Master of Science, ETH Zurich.

Professional experience

February 2020 to March 2021. Sunrise Telecommunications SA. Switzerland

Director of the Enterprise & BMM Ticino Team

Management of the Sunrise B2B Ticino sales and project management Team with projects in the digital transformation for the telecommunication sector.

In order to increase revenues, 3 new employees were hired in 3 months, 1 was dismissed and 1 was moved to another Sunrise team, while successfully managing the team in its evolution and the client relationships during the Corona pandemic were some of the major challenges in 2020.

Examples of acquired projects during 2020-2021 are Corner Bank and Cornercard, Aduno Group, Banca Popolare di Sondrio, Guess Europe Sagl, Aziende Multiservizi Bellinzona, and others.

January 2018 to June 2019. Ticicom SA. Switzerland

CEO with business development tasks

www.ticicom.ch

Post merging integration of the 2 companies, Ticicom SA and BITS Partners SA, with 20 employees and integration of the new ERP SAP Business One for the management of the whole company processes.

Acquisition of new projects for international clients. Management of 50 large enterprises in Ticino and overview of a set of 600 SME.

Selected success stories:

- 2018 Introduction of Digital Telephony processes at Edmond de Rothschild Bank for the new subsidiary in Lugano.
- 2018 Introduction of a new Digital surveillance management system for Avaloq Sourcing SA

Since August 2002 – December 2017, BITS Partners SA, Switzerland

Owner & CEO of IT Company

Founding and building up of the start-up company with main focus on digital transformation with cloud solutions, development and introduction of tailor-made software.

The company grew up to 10 employees with about 30 large customers and 300 SMEs.

BITS delivered IT know-how and services to medium and large enterprises in Lugano, Ticino and worldwide (e.g. Singapore, Dubai, USA, and others).

Selected success stories: Problem, Analysis, Result

- 2017 Wealthy family office in Ticino needed to centrally safe in a reliable location their documents and their Portfolio Management software. A private cloud was designed and implemented in Monte Carlo.
- 2010 International industry had a loss of control of worldwide data management due to rapid growth by acquisition. Branch offices worldwide did not follow the same IT standards and tools. After a complete assessment, a new IT standard was defined, and 6 subsidiaries worldwide have been migrated to the new standard. Travelling all over the World was a challenging activity.
- 2006 Fiduciary Company with branches in Lugano, Monte Carlo and Dubai needed to share company data. Controlling and management of highly sensitive data was not guaranteed. A cloud concept was created and data a data center created was set-up in order to centralize data management in an own infrastructure in Ticino. Confidentiality was guaranteed by means of high security standards.

Since 2017 to today, Lapus Saql, Switzerland

CEO and shareholder with operational tasks

Strategic advisor in IT and Company founder

Company transformation through digitalization and workflow improvement.

Company IT workflow analysis and development of specific software for data, time and personnel management.

Integration of developed software with ERP and controlling software (e.g. World check)

Development of different software solutions.

Selected mandates: Problem, Analysis, Result

- 2019 Product Owner for a strategic e-Governance App for Ticino Municipalities
- 2019 International distribution company Digitalization, Workflow reorganization and Controlling.
- 2019 International Industry advisor for IT support workflow

June 2004– today. INSA Investment Software AG Zürich. Switzerland

Consultant for digital transformation of wealth management activities with the portfolio management software INSA

INSA is a well-known Software house in Switzerland with more than 100 clients who successfully use daily INSA as portfolio management software.

Creating a support and maintenance team in the south of Switzerland was useful to have a competent local Swiss Italian support for Ticino customers.

Education

September 1989 – September 1994. ETH Zurich. Switzerland

Master of Science (Telecommunication and ICT) ETH, Zurich

- Main directions: Telecommunication, Hardware computer infrastructure, System Software, Computer Vision, High performance computer.
- Master Thesis : "Programmierschnittstelle zu ISDN", Prof. B. Pfister, ETH Zürich, 1994.

Personal Information

Marital status	Married with Patrizia Conti Wälti, one child (2005).
Date and place of birth	July 1st, 1970 in Sorengo (Switzerland).
Nationality and place of origin	Swiss, Bern and Trachselwald (Switzerland).
Languages	Italian (native), German and Swiss German (bi-lingual), English (fluent), French (fluent)
Aviation Licenses	European and US Commercial pilot and instructor, Jet Pilot
Music	Studied trumpet and square flute.
Sport	Triathlon, skiing, diving, climbing.

Personal Skills

- Calm, professional and enthusiastic behavior
- Digitalization and digital transformation of business services, processes and tools
- Company and team management based on modern approaches for human resources, internal processes and service delivery
- Building-up of project teams and complex projects
- IT HW & SW Project management from pre-sales to delivery and post-sale, customer relationship management, team management, accounting
- Business Intelligence and Artificial Intelligence aimed to improve the business processes and compliance
- Technical know-how: Datawarehouseing, HW and network architectures & deployment, ICT, cloud technologies.
- Worldwide project management in Dubai, Singapore, US

References

- Ph.Dr. Davide Gai, President Gai & Partner, Heath Capital, board member Franklin University
- lic. oec. HSG Peter Steimle, Steimle & Partners Consulting Sagl, psteimle@steimle-consulting.ch
- Ph.Dr. and Professor Fabio Casati, Swisring SA. fabio.casati@bluewin.ch