

STEFANO ROSA ROSSO

EXECUTIVE LEADER

BUSINESS TRANSFORMATION | COMMERCIAL GROWTH | ORGANISATIONAL GROWTH

“ I don't build organisations.
I build the people who build them.

Milan, Italy | [linkedin.com/in/stefano-rosarosso](https://www.linkedin.com/in/stefano-rosarosso) | stefano.rosarosso@icloud.com | +39 335 210000



EXECUTIVE PROFILE

Senior executive with 30+ years of international experience across telecommunications, financial services and technology.

I help organisations turn strategy into measurable results, accelerate growth and build the capabilities required for sustainable performance.

Recognised for connecting strategy, people and execution to transform complexity into competitive advantage and long-term value.

Experience in international leadership, operating model evolution, governance transformation, strategic partnerships and technology-enabled business transformation.

CORE EXPERTISE

 BUSINESS TRANSFORMATION Turning complexity into performance and value.	 COMMERCIAL GROWTH Driving revenue growth, customer value and market performance.	 INTERNATIONAL LEADERSHIP Leading across markets, cultures and organisational boundaries.	 STRATEGIC PARTNERSHIPS Building ecosystems that create sustainable value.	 LEADERSHIP & ORGANISATIONAL DEVELOPMENT Building leaders, strengthening teams and developing organisations.
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KEY NUMBERS

 30+ YEARS OF INTERNATIONAL EXPERIENCE	 20+ YEARS IN EXECUTIVE ROLES
 c. €500M ANNUAL TECHNOLOGY SPEND MANAGED	 Up to 200 PROFESSIONALS LED
 EUROPE + UAE LEADERSHIP EXPERIENCE	

CAREER HIGHLIGHTS

 COMPLEX TRANSFORMATION EXPERIENCE Leading complex transformation initiatives across business, technology and organisational environments.	 BUSINESS PERFORMANCE & VALUE CREATION Delivering measurable business impact, cost optimisation and sustainable value improvement.	 TECHNOLOGY & BUSINESS ALIGNMENT Connecting technology investments to business strategy and strategic outcomes.	 UP TO 200 PROFESSIONALS LED Building and leading high-performing, multicultural teams across Europe and the Middle East.	 EUROPE + UAE LEADERSHIP EXPERIENCE Cross-border leadership experience across European and Middle Eastern markets.
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“ Strategy creates direction.
Execution creates transformation.”

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BUSINESS TRANSFORMATION
COMMERCIAL GROWTH
ORGANISATIONAL GROWTH

“
*I build organisations
that outgrow their leaders.
And I build leaders
who outgrow their roles.*

STEFANO ROSA ROSSO

KEY STRENGTHS



STRATEGY TO EXECUTION
Translating strategy into executable plans and measurable results.



ORGANISATIONAL TRANSFORMATION
Designing and implementing operating models that drive performance and agility.



INTERNATIONAL LEADERSHIP
Leading cross-border teams and navigating complex environments.



STAKEHOLDER MANAGEMENT
Building alignment across internal and external stakeholders.



VALUE CREATION
Delivering measurable value through discipline, innovation and partnership.

EDUCATION



UNIVERSITÀ DEGLI STUDI DI MILANO
Law Degree (Laurea LLD)
1990 – 1995
State Examination (Esame di Stato)
1998 | Score: 270/300

PROFESSIONAL EXPERIENCE



SRR EXECUTIVE ADVISORY

Executive Advisor | Business Transformation | Commercial Growth
Organisational Growth

Greater Milan Metropolitan Area, Italy | Hybrid

JUL 2026 – PRESENT

Partnering with CEOs, executive teams, investors and entrepreneurs to define and execute transformation priorities, strengthen commercial growth and build organisational capabilities for sustainable performance.



UNICREDIT GROUP

Executive Leader | Business Transformation

Munich, Germany | On-site

SEP 2016 – JUL 2024

Led enterprise-wide transformation initiatives across Global Markets and Group functions. Drove operating model evolution, strengthened governance and delivered measurable performance improvements.

Head of Global Competence Center – Equities & Commodities Munich, Germany

JUL 2016 – JUL 2019

Directed the Global Competence Center supporting Equities & Commodities. Aligned business priorities, technology and resources across international markets, strengthening governance and performance.

Head of Strategic Sourcing Munich, Germany

JUL 2007 – JUL 2016

Led strategic sourcing across Global Markets and Treasury with c. €500M annual technology spend. Delivered significant cost optimisation, supplier management and procurement governance improvements.



TIM (TELECOM ITALIA GROUP)

Head of Sales – Financial Institutions Milan, Italy

NOV 2002 – JAN 2007

Led commercial development with leading banks, insurance companies and financial institutions. Built strategic partnerships and drove enterprise sales growth.

Head of Indirect Sales Italy

MAY 1996 – NOV 2002

Designed and built TIM's nationwide indirect sales organisation for the SME channel. Achieved 200+ Business Partners and 1,000+ sales professionals and 6 Area Managers.



TIM (TELECOM ITALIA GROUP)

Start-up & Business Development Milan, Italy

1995 – 1996

Part of the start-up team during TIM's formation.
Contributed to early business development and market positioning.

LANGUAGES



ITALIAN
Native



ENGLISH
Professional
Working Proficiency



GERMAN
Professional
Working Proficiency



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BOARD PROFILE

STEFANO
ROSA ROSSO
EXECUTIVE LEADER

BUSINESS TRANSFORMATION
COMMERCIAL GROWTH
ORGANISATIONAL GROWTH

“
I build organisations
that outgrow their leaders.
And I build leaders
who outgrow their roles.

STEFANO ROSA ROSSO

KEY STRENGTHS

- 

STRATEGY TO EXECUTION
Translating strategy into action through actionable plans and measurable results.
- 

ORGANISATIONAL TRANSFORMATION
Designing and implementing operating models that drive performance, efficiency and agility.
- 

INTERNATIONAL LEADERSHIP
Leading cross-border teams and building capabilities in complex, multicultural environments.
- 

STAKEHOLDER MANAGEMENT
Building alignment and trust across executive teams, Boards and external stakeholders.
- 

VALUE CREATION
Delivering sustainable business impact and strengthening long-term competitiveness.

EDUCATION

 **UNIVERSITÀ DEGLI STUDI DI MILANO**
Law Degree (Laurea LLD)
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BOARD PROFILE

I partner with Boards and executive teams to navigate transformation, drive growth and create sustainable long-term value.

My approach combines strategic vision, operational discipline and strong governance to support organisations through complex change and value creation.

BOARD-RELEVANT CONTRIBUTION

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STRATEGIC PLANNING & EXECUTION

Translating strategy into executable plans that deliver measurable impact and sustainable growth.
- 

ORGANISATION TRANSFORMATION

Leading enterprise-wide transformations to enhance performance, efficiency and organisational capability.
- 

BUSINESS PERFORMANCE & VALUE CREATION

Driving financial and operational performance through governance, discipline and execution excellence.
- 

EXECUTIVE AND BOARD-LEVEL STAKEHOLDER EXPOSURE

Working closely with CEOs, Boards, investors and senior stakeholders across Europe and the Middle East.
- 

LONG-TERM BUSINESS VALUE

Building resilient organisations with strong governance, risk awareness and long-term value creation.

SECTOR EXPERTISE

- 

TELECOMMUNICATIONS
- 

FINANCIAL SERVICES
- 

TECHNOLOGY
- 

STRATEGIC PARTNERSHIPS & TECHNOLOGY ECOSYSTEMS

KEY NUMBERS

- 30+**

YEARS OF INTERNATIONAL EXPERIENCE
- 20+**

YEARS IN EXECUTIVE ROLES
- c. €500M**

ANNUAL TECHNOLOGY SPEND MANAGED
- Up to 200**

PROFESSIONALS LED
- EUROPE + UAE**

LEADERSHIP EXPERIENCE

“
I contribute where strategic judgement, leadership and execution come together to create long-term value.
”

Selected/Independent Executive Recommendations

Consistent executive feedback from CEOs, Board Members, Investors and Senior Executives who have worked directly with Stefano Rosa Rosso across transformation programmes, international leadership and strategic business initiatives.



Joanna Pamphilis

FOUNDER & CEO
JP GLOBAL CONSULTING

Former CIO, CD&O, COO
Fractional CIO | Board Advisor
Speaker



**STRATEGIC
VISION**



TRANSFORMATION



**PEOPLE
LEADERSHIP**



TRUST



"Stefano combines strategic vision with exceptional execution capabilities.

He has the rare ability to navigate complex organisations, align diverse stakeholders and transform challenging situations into sustainable business outcomes while maintaining the trust and engagement of everyone involved."



Christian U. Haas

CEO & BOARD EXECUTIVE

Technology Transformation
& Value Creation
PE-Backed and
Corporate Mandates



**BUSINESS
LEADERSHIP**



EXECUTION



INTEGRITY



**INTERNATIONAL
LEADERSHIP**



"Stefano combines strategic vision with

pragmatic execution. He connects strategy, people and execution while creating long-term business value rather than pursuing short-term commercial advantage."



Dario Calogero

**TECHNOLOGY INVESTOR
& BOARD DIRECTOR**

Kaleyra Founder (NYSE--Tata)
Knight of the Italian Republic
Scaling Impact in EdTech, AI,
Sustainability & Space Economy
Feminist



INNOVATION



TECHNOLOGY



**COMMERCIAL
VISION**



**STRATEGIC
PARTNERSHIPS**



"He understands how innovation, technology and business strategy can work together to generate sustainable results, always maintaining a balanced and collaborative approach."



Vito Petruzzella

DIGITAL BANKING SOLUTIONS



TRANSFORMATION



**BUSINESS
PARTNERING**



EXECUTION



"The impact extended well beyond procurement, influencing how different parts of the organisation collaborated and delivered strategic outcomes."



Simone Barezzani

FOUNDER, I2G CONSULTING

Experienced Procurement Advisor
Strategic Sourcing & Outsourcing Expert
Founder at I2G Consulting



**STRATEGIC
SOURCING**



**COMMERCIAL
JUDGEMENT**



GOVERNANCE



TRANSFORMATION



"Stefano distinguished himself through lateral thinking, commercial judgement and the ability to translate strategic ambition into practical execution."

EXECUTIVE REPUTATION

INDEPENDENT RECOMMENDATIONS
CONSISTENTLY RECOGNISE



**STRATEGIC
VISION**



**AUTHENTIC
LEADERSHIP**



**BUSINESS
TRANSFORMATION**



**STRATEGIC
EXECUTION**



**TRUST &
INTEGRITY**



**LONG-TERM
VALUE CREATION**



**PEOPLE
DEVELOPMENT**



**INTERNATIONAL
LEADERSHIP**



Across every recommendation, the same themes emerge consistently:
strategic vision, authentic leadership, trust, execution and the ability to
build organisations that continue to grow long after the transformation is complete.