

STEFANO ROSA ROSSO

EXECUTIVE LEADER

BUSINESS TRANSFORMATION COMMERCIAL GROWTH ORGANISATIONAL GROWTH

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

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EXECUTIVE SUMMARY

Executive leader with 30+ years of international experience in 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.

My approach combines strategic vision, operational discipline and strong governance to deliver transformation, growth and long-term business value.

CAREER HIGHLIGHTS



SRR EXECUTIVE ADVISORY
Executive Advisor
Business Transformation | Commercial Growth | Organisational Growth
Partnering with CEOs and executive teams to define and execute transformation priorities, strengthen commercial growth and build organisational capabilities for sustainable performance.

JUL 2026 - PRESENT



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

SEP 2016 - JUL 2024



TIM (TELECOM ITALIA GROUP)
Leadership Roles
Sales | Business Development
Built and led high-performing commercial and sales organisations. Developed strategic partnerships and drove sustainable growth across the SME and Enterprise segments.

1995 - JAN 2007

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.



TECHNOLOGY & BUSINESS ALIGNMENT
Connecting technology investments to business strategy and outcomes.

LEADERSHIP APPROACH



PURPOSE
I lead with purpose and focus on creating meaningful impact.



PEOPLE
I build teams, develop talent and empower people to excel.



PERFORMANCE
I drive performance through clarity, discipline and focus.



LEGACY
I build organisations that outgrow their leaders.



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

SECTOR EXPERTISE



Telecommunications



Financial Services



Technology



Professional Services

EXECUTIVE FOCUS

- Strategy to Execution
- Organisational Transformation
- Business Performance & Value Creation
- Technology & Business Alignment
- Leadership & Organisational Development
- Stakeholder Engagement

“ *Strategy creates direction.
Execution creates transformation.* ”