

My name is Paolo Emanuele Vallini. I have strong personality, Multilingual & Self-Challenging person, ambitious, well organized with innovative spirit and good people management skills.

I have over 28 years of **extensive** experience in Digital Media with special focus in Pay TV industry, DVB Broadcasting, IPTV, OTT, CDN, Conditional Access, DRM, High Security Standards, STB Manufacturing, Telecommunications, IT Infrastructure, Networking, **Project Management in an Agile environment (Jira, Scrum)**, Operations Planning & Budgeting, Vendor Management, PR, Marketing and Sales evolving in international context.

In specific and mine expertise

- * Bringing solid experience in Technology, Project and Product Management for digital media and broadcast industries such as IPTV & OTT and Premium Television
- * Consolidating business strategies, reviewing business cases, set cost vs budget to meet expectations and to provide & approve technology concepts and solutions
- * Successful build up of Broadcast and Technology platforms; Setup of Engineering Department with empowering high skilled technology and managerial staff for Broadcast, Operation, STB Development and Project Management
- * Maintain business relation with all parties and manufactures for successful negotiations on terms and agreements up to their final implementations
- * Great Problem solver proactive attitude.
- * Ability in managing systems with large subscriber base, spanning cross-countries products/markets.
- * High efficiency in team building with multi cultural realities.

I am confident that I have the skills and experience to be an asset to your company. Hence, I hope to be granted an interview with you to discuss this further. Do not hesitate to contact me if you need more information.

Looking forward for your feedback.

Best Regards,
Paolo Emanuele Vallini

paoloemanuele.vallini@gmail.com
+973-39988684 (Bahrain)
+39-338-9310916 (Italy)