



Paolo Emanuele Vallini

Villa 10, Gate 12, Avenue 31, Block 537
Kingdom of Bahrain

Mobile Bahrain: +973-39988684

Mobile Italy: +39-3389310916

Email: paoloemanuele.vallini@gmail.com

Personal Information

Born in Milan on the 23rd March 1971

Marital status: Married

Nationality: Italian, holding an OCI card to work in India

Educational Details

2nd level degree obtained in the 1990

Liceo Scientifico "Istituto De Amicis", Milan

Military Service

Exempted

Languages

Italian: mother tongue

English: fluent in written and spoken

French: working knowledge

Spanish: scholastic knowledge

Summary

Self-motivated individual with a strong work ethic.

Proven management abilities, guiding and motivating multi-cultural and multilingual teams to deliver superior results in a high pressure environment

Exceptional analytical skills with an aptitude for articulating new concepts for different audiences, with clarity and persuasiveness.

Strong record of initiating continuous improvement projects, implementing best practices and innovative solutions.

Over 28 years of extensive experience in Digital Media with special focus in Pay TV industry, DVB Broadcasting, Pay-TV, IPTV, OTT, CDN, STB Technology and development, Conditional Access, DRM, High Security Standards, 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.

Training and Courses

AWS Technical Essentials Day
Amazon Web Services (AWS), Bahrain, November 2019

Train The Trainer, WFTGA
UNWTO United nations World Tourism Organization, Bahrain, October 2018

Communication Seminar Organizer and Trainer, WFTGA
UNWTO United nations World Tourism Organization, Bahrain, October 2018

Tour Guiding - Hands on Tourist Guide, WFTGA
UNWTO United nations World Tourism Organization, Bahrain, October 2016

Communication Seminar, WFTGA,
UNWTO United nations World Tourism Organization, Bahrain, October 2016

Irdeto 3 Conditional Access System
Irdeto B.V. c/o OSN, Bahrain, April 2010

Video Guard Conditional Access System
NDS (now Cisco), c/o OSN, Bahrain, December 2009

Irdeto 2 Conditional Access System and Pay-TV Applications
Irdeto B.V. c/o Orbit, Bahrain, October 2007

Conditional Access System Training
Canal + Technologies (now Kudelsky Group) c/o Orbit, Rome, September 2001

CAS/Simulcrypt configuration & operations
Harmonic Inc., USA c/o Orbit, Rome, January 2001

Harmonic Digital Compression System, Systems operations and troubleshooting
Harmonic Inc., USA c/o Orbit, Rome, January 2001

Cisco routers: advanced configuration - Cisco certification
Cisco Systems c/o Italtel, Milan, January 2000.

Skystream, internet via the sky and data broadcasting over the satellite: base and advanced configuration and management.
Skystream Corp. Europe UK, London, September 1999

Irdeto Conditional Access, and Pay-Tv applications.
Irdeto B.V. c/o Telepiu', Milan, October 1996

Meridian, Voicemail and Pabx system.
Northen Telecom c/o Telepiu', November 1996

System 3000, configuration and management.
Dmv Ltd. c/o Elettronica Industriale, Lissone, September 1996

Word, Excel, Access: advanced courses.
Microsoft, Milan, September 1996

Communication and teleselling techniques
Telemarketing Italia, Milan, January 1994

Customer care and problem solving techniques
Telepiu', Milan April 1992

Work Experience

January 2011 – Actual

GPM Computer and Management Consultancy S.P.C., Manama Bahrain

- **Senior PM, Technology and Operations Consultant** – I do Strategic consulting for Direct-To-Home and End-to-End solutions, from assessments and recommendations, to managing the program to completion. Business plan & technology strategy development, setting up Pay TV business solutions from A to Z also advising on the STB technology & middleware, IPTV solutions and OTT implementations
- **Senior Project Management** - I Manage a portfolio of complex initiatives that span one or multiple lines of business and lead teams to deliver projects and manage resources, schedules, financials and adhere to stage gate quality and SDLC control guidelines throughout the full systems development life cycle including management of issues, risks and project change requests to ensure successful and on-time project delivery.
- **Team Building** - Bringing people together by encouraging collaboration and teamwork. Through a series of planned team building events that are fun and motivational, teams build skills like communication, planning, problem-solving and conflict resolution.
- **Communication Skills Seminar** - Empowering CEOs, executives, employees, sales people, large and small business owners, customer service personnel, mediators, conflict resolution personnel to maximize (not just improve) their communication skills . By focusing on a range of skills in one compact, high-level seminar, we provide the tools and ability to meet numerous communication challenges.

October 2016 - Actual

Manama Bahrain

- **International Tourist Guide** - I am an official Tourist Guide for Bahrain certified by United Nations World Tourism Organization (UNWTO), the UNWTO Academy, World Federation of Tourist Guide Associations (WFTGA) and licensed by the Bahrain Authority for Tourism and Exhibitions
- **Tourist Guide National Trainer** - I am one of the 14 official Trainers in Bahrain certified by United Nations World Tourism Organization (UNWTO), the UNWTO Academy, World Federation of Tourist Guide Associations (WFTGA) and licensed by the Bahrain Authority for Tourism and Exhibitions

July 2019 - April 2020

Mindfull Cook, Manama Bahrain

- **Head of Operations and Business Development (External)**
Startup consultant to help, generate and improve revenue and sales by long-term strategic planning, setting the right KPIs, meeting targets, keeping sales team motivated, and ensuring customer service standards are high and continually improving

June 2019 – July 2019

AliceGoods, Manama Bahrain

- **Director of Sales (External)**
Startup consultant to help, generate and improve revenue and sales by long-term strategic planning, setting the right KPIs, meeting targets, keeping sales team motivated, and ensuring customer service standards are high and continually improving

June 2019 – July 2019

LD Export, Manama Bahrain

- **Business Development Manager (External)**
I identify business weaknesses and challenges and determine relevant solutions in the Gulf Region. Initiate strategies in marketing, sales, advertising and other fields of the company operations

March 2017 – May 2018

Sky Deutschland, Munich Germany

- **Technical Project Manager (External)**

I lead the Content Discovery workstream for the "STB Q" Project and the "OTT Migration" Project with special focus on:

- Supporting the head of Architecture in managing the workstream
- Interfacing with Infrastructure workstream on HW availabilities and connectivity questions
- Synching with "Content" department on requirements and timings
- Aligning with other business units on Content Discovery topics
- Interfacing with providers and suppliers on timings, requirements, planning activities related to suppliers.

January 2016 - April 2016

Nokia, Milan Italy

• **Project Manager for Vodafone TV (IPTV and OTT) (External)**

I lead and contribute to the technical and strategic direction of the project maintaining dependency plans across engineering, infrastructure and technology partners to assure the project is in-line as per the customer expectation.

July 2015 – December 2015

Alcatel Lucent, Milan Italy

• **Operational Readiness Project Manager for Vodafone TV (IPTV and OTT) (External)**

I lead and oversee the creation and ongoing execution of the operational readiness checklist and assessment, leading and coordinating the work of project leaders across all organizations. The scope of this work includes integration with testing, cutover, contingency execution, and overall operational readiness evaluation.

I ensure that operational readiness scope is in alignment with the strategic direction of Company and develop the Operational Readiness Framework and Methodology accordingly.

February 2011 – July 2015

Vallay Media International, Bahrain

• **Co-Founder and PR, Media Marketing and Events Director** – Vallay Media International provides Media solutions and strategies. As Co-founder I manage all the relations with the clients, creating and proposing business plans and strategies to fulfill their requests and needs.

June 2006 – December 2010

Orbit Communication W.L.L (OSN, Orbit Showtime Network), Bahrain/Dubai

• **Conditional Access Systems Manager** – Lead Manager for CAS systems relocation for the company migration from Italy to Bahrain Transmission facility and for satellite migration (to move broadcasting from Arabsat3 to Eurobird2)

Lead on the Channel Relaunch of Orbit Pay Television Platform in Bahrain.

Setup of Orbit CAS Department Organization with Engineering Team and Support Level.

As CAS Manager I'm in charge of the strategic decisions regarding new implementations on platform security, cryptography and anti piracy developments, managing all relations with crypto system integrator and developer companies. Working at strictly contact with high management and Ceo office to determine the best implementation and future key developments.

May 2004 - May 2006

Orbit Communication Company S.p.A, Rome Italy

• **Senior Conditional Access Systems Engineer** – In addition to my previous activity I'm also responsible for the management of the "Test Platform" used to develop, integrate and implement future projects.

September 2000 – May 2004

Orbit Communication Company S.p.A, Rome Italy

- **Conditional Access Systems Engineer** – I have been recruited by O.C.C. for the DVB project (to move from Analog satellite broadcast to Digital satellite broadcast).
- With my experience and knowledge acquired during the past years, I contribute to development of the Conditional Access System of satellite TV broadcasting project in charge of the certification (hardware and software) of the equipments designed to decode, broadcast and reception of TV satellite broadcasting, giving to manufacturers the specifications and requirements needed to pass our test qualification standards developed by me.
- I contribute to the Pay Per View project providing full support and technical requirements for the system implementation.
- I take part to the STB project management with my extensive STB knowledge and experience.

October 1997 – September 2000

Italtel (a Telecom Italia and Siemens Company), Milan Italy

- Pre-sales activity with sales to reach quarterly and full year targets.
Direct interaction with customers in order to propose and find the best solution for their needs.
- **Product Manager (Pre Sales and After Sales)** defining the functional requirement specifications for Skylink (a satellite DVB compliant data receiver unit for unicast and broadcast services developed for Cisco Systems). Close cooperation with marketing department to meet the customer requirements.
- Collaboration with Cisco Systems and France Telecom with various business travels to their technical departments to meet their technical requests
- **STB Senior Integration Engineer Expertise** defining hardware and software qualification tests plant and procedures for the Set Top Box Platform. Responsible for the certifications of the product.
- Technical manager during Sat-Expo fair in Vicenza in October 1999 assuring satellite services.

April 1992 - July 1997

Athena Servizi Spa (Telepiu'/D+, now Sky Italy), Milan Italy

The job where I achieved my high standard technical knowledge in different areas

August 1996 – July 1997

Technical Department – Satellite Digital Tv Platform Engineer and DVB and STB Expertise

As Telepiu' decided to move from the analog terrestrial platform to the satellite digital platform I took part to the project with two main functions:

- transmission equipments management, strictly working with the technical director achieving a complete knowledge of Dvb standards, MPEG digital processing and transmission equipments
- acceptance and certification of Dvb satellite Set Top Boxes, defining technical requirements specifications and cooperating with manufacturers for Stb integration

January 1995 – August 1996

Technical Department – Help Desk Expertise

Internal technical support regarding computers and phone system

Northern Telecom Pabx management and problem solving and databases management.

June 1994 – December 1994

Sales Department - Sales Executive and selling techniques Expertise

Sales activity with Telemarketing Italia, as Telepiu' gave in outsourcing the teleselling unit (I proved to be the best sales person beating all the company sales targets)

April 1992 – May 1994

Customer Service - Technical Tv Signals Expertise

My first job, started as a part-time activity (while studying), at the technical area for the Customer Centre, where I achieved communication and problem solving techniques, and customer satisfaction care. Due to my outstanding performances, the company decided to hire me full time

Technical	Operating Systems: Dos – Windows 3.x/9x/NT/Xp/Vista/7/8/10 – Macintosh/Apple OS – Linux – UNIX – VMS/VAX
Know-How	<p>Electronic and Micro-Electronic</p> <p>Digital Standards: All DVB Standards, OTT, IPTV, MPEG, ETSI Specs</p> <p>Programming Languages: Basic – Assembler – Pascal – Modula2</p> <p>Phone Standards: Isdn – Pbx/Pabx Systems – Etacs – Gsm – UMTS/EDGE/3G/4G-LTE</p> <p>Network Standards: Tcp – Ethernet – x.25</p> <p>Hypertext Language: Html - Xml</p> <p>Conditional Access/DRM : Irdeto – Seca – Nagravision – NDS – Conax – Viaccess – VCAS – PlayReady</p> <p>DVB testing procedures, and certification for Dvt approval</p> <p>Analog and digital broadcasting standards</p> <p>Since I was fifteen I had always been attracted by computers and technology. During the school, I and some of my friends, decided to join and start a hacking group learning hacking techniques on computers, phone systems and satellite transmissions. During the last years I was asked to collaborate with Irdeto B.V. and other groups to fight piracy.</p>
Hobbies	<p>I am an International Tourist Guide and Trainer Certified by WFTGA and UNWOT</p> <p>I do Micro-Electronic repair and service for mobiles, tables, electronic circuits in general.</p> <p>I am a Professional Magician/Illusionists since I was 15, I do periodically perform magic and illusion shows in Bahrain and other countries.</p> <p>I am the winner of "Master Chef Bahrain Edition Season 4, 2017"</p> <p>I'm also passionate about Sky diving, Sea diving (at the moment I am a Rescue Diver and I'm doing the course to become a diving instructor)</p>
Mobility	Available for both short and extended transfers anywhere.