



## **Emanuele Galtieri**

**Deputy General Manager** - Business Development & HR Director at **Cy4Gate** – Rome (Italy)

### **Summary**

Deputy General Manager - Business Development & HR Director at Cy4Gate, the place where a right mix of positive and creative thinkers, know-how and technology generates outstanding innovation to bring the “cyber experience” toward unexplored horizons.

I have worked in a variety of business environments and positions both in public and in private sector, always trying to find ways to drive innovation and positive change while preserving my inspiring value: People first.

Highly passionate about “true” leadership, still on my way to seize its full potential.

### **Experience**

#### **CY4GATE**

**Deputy General Manager** - Business Development & HR Director

**January 2021** - Present

Rome, Italy

- Corporate Governance
- Business Development & Strategy
- People Management

#### **ELETRONICA GROUP**

12 years 11 months

#### **Vice President People, Communication & ICT**

January 2018 - December 2020 (3 years)

Rome

Reporting to the COO, leaded:

- HR Department, committed to promoting policies and procedures aiming at creating a ‘total reward’ environment at the basis of the company new leadership model;

### **C o n t a t t i :**

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335 7874154

SITO WEB:  
[www.cy4gate.com](http://www.cy4gate.com)  
[www.eletronicagroup.com](http://www.eletronicagroup.com)

INDIRIZZO DI POSTA  
ELETRONICA:  
[emanuele.galtieri@cy4gate.com](mailto:emanuele.galtieri@cy4gate.com)

- Internal and External Communication department, defining and implementing a strategy aiming at increasing brand awareness among actual and perspective customers, sustaining employees' engagement and talent attraction, through a growing worldwide social channels presence;
- ICT department, with the main focus on defining a "digital transformation" strategy and accelerating the digital change management process throughout company Departments.

### **Vice President Human Resources**

October 2013 - December 2017 (4 years 3 months)

Rome

Reporting to CEO (for HR related strategic issues) and COO, responsible for all HR aspects, led the HR people staff. Strongly committed in creating trusting relationships among employees, thus fostering a "great place to work" environment.

### **Regional Business Development Manager - Americas**

September 2012 - September 2013 (1 year 1 month)

Rio de Janeiro - Brasília - São Paulo

Responsible for the overall market development with the main objective to develop and maintain regional partnerships and alliances and driving strategies to achieve business plans. Analyze and identify market opportunities to develop and implement strategies, while being updated on competition activities and market trends with the sales team.

Work closely with Strategy team to define new Products trend to meet the needs of the business segment in America Region.

### **Executive Assistant to the President**

January 2009 - September 2013 (4 years 9 months)

Rome - Italy

As Executive Assistant to the President, worked closely with the President, providing assistance and advice. Managed a wide variety of activities and confidential assignments and provided support on special defence projects as needed.

### **Sales Area Manager South America**

July 2010 - August 2012 (2 years 2 months)

Rio de Janeiro - São Paulo – Brasília

Development and implementation of sales and marketing plans within the allocated territory, so as to maintain and develop sales of Electronic Warfare range of products and services;  
plan and manage the business area according to an agreed market development strategy;  
plan and prioritise personal sales activities, surveys and customer/prospect contact towards achieving agreed business aims, including costs & sales.

### **Business Development for NATO & European Union**

February 2008 - July 2010 (2 years 6 months)

Rome and Bruxelles

Develop and lead the implementation of strategies for future business opportunities within NATO and E.U. countries, support the Company's SVP Business Development and Deputy C.O.O. on key decision making processes.

Maintain and develop the international relationships, with particular reference to the Diplomatic Italian Network abroad (embassies, consulates, military attachès) and key procurement agencies (Nato NC3A, Nacma, NAMSA, EDA, OCCAR).

### **ARMA DEI CARABINIERI**

9 years 6 months

### **Captain - Company Commander in Naples (Italy)**

September 2005 - January 2008 (2 years 5 months)

Naples - South Italy Area

Captain – Commander and Resources Manager  
Carabinieri's Captain, Commander of Naples  
downtown Police District, headed 150 non  
commissioned officers and professionals.

Main duties: definition, implementation and  
periodic revision of security plans aiming at  
increasing crimes prevention and suppression  
throughout the territory; coordination of the most  
relevant investigation activities; formulation and  
implementation of innovative training formulas in  
order to increase the officers' capabilities against  
organized crime.

**Captain - Company Commander in Amalfi (Italy)**

September 2001 - August 2005 (4 years)

Amalfi - South Italy Area

Captain – Commander and Resources Manager  
Carabinieri Corps' Captain, Commander of the  
Amalfi Police District (consisting of five police  
stations), headed 60 non commissioned officers  
and professionals, in order to guarantee order and  
safety to the local population in an area  
characterized by an international presence of  
tourists in a territory declared, by UNESCO  
Committee, a World Heritage to be protected  
from environment crimes.

**Lieutenant - Platoon Commander and Cadets'  
Instructor at Military Academy (Italy)**

September 1999 - August 2001 (2 years)

Modena - Italy

Mentored 25 Carabinieri Corps' Cadets in military  
education, training, tactics, logistics and ethics  
with the aim to develop leadership and a deep  
understanding of the core values characterizing  
Carabinieri Corps.

**Lieutenant - Platoon Commander and Instructor  
NCO's School**

August 1998 - August 1999 (1 year 1 month)

Florence - Italy

Responsible for military education, training and  
teaching criminal justice laws to 36 Carabinieri

Corps "Non Commissioned Officers" in order to allow them to achieve professional competence in basic military and police skills and the application of command tools.

## **EDUCATION**

### **Luiss Business School**

**MBA**, Business Administration  
(Rome) · (2009 - 2010)

### **ADR Center**

**Negotiation Course** · (2008 - 2008)

### **Università degli Studi di Trieste**

**L.L.B., Political Sciences** · (2003 - 2006)

### **Università degli studi Roma TRE**

**M.A., Interior and Foreign Security Science** · (1999 - 2002)

### **Sapienza Università di Roma**

**L.L.B., Law** · (1995 - 1998)

### **Military Academy**

175° Course · (1993 - 1995)

### **Nunziatella Military School**

203° Course · (1990 - 1993)