

NOEMI GRECO

Professional Experiences

Since Nov 2022

EMEA Partner Engineer for ISVs
c/o **Google Cloud Italy S.r.L.** Milano

Main competencies,
responsibilities,
activities

A Partner Engineer for ISV at Google is a technical expert who works with independent software vendors (ISVs) to help them build and scale their businesses on Google Cloud Platform. Partner Engineers provide technical support, training, and guidance to ISVs, and help them to take advantage of the latest Google Cloud Platform technologies

- Provide technical support to ISVs on Google Cloud Platform
- Train ISVs on Google Cloud Platform technologies
- Guide ISVs on how to build and scale their businesses on Google Cloud Platform
- Work with ISVs to develop and implement joint solutions
- Build and maintain relationships with ISVs
- Represent Google Cloud Platform to ISVs
- Stay up-to-date on the latest Google Cloud Platform technologies and trends
- Engages in strategic service delivery planning, in partnership with the virtual account team, to strengthen targeted customer relationships.
- Understands customer/partner requirements and can map the adoption and optimization of technology solutions accordingly

Nov 2020 – Nov 2022

Senior/Customer Engineer
c/o **Microsoft S.p.A.** Milano

Main
competencies,
responsibilities,
activities

- Participate in proactive account management, spot performance issues, analyze problems, develop solutions to meet customer needs
- Resolve technical, competitive and security blockers to cloud adoption
- Engages in strategic service delivery planning, in partnership with the virtual account team, to strengthen targeted customer relationships.
- Understands customer/partner requirements and can map the adoption and optimization of technology solutions accordingly

Jul 2019 – Nov 2020

Cloud Solution Architect
c/o **Microsoft S.p.A.** Milano

Main
competencies,
responsibilities,
activities

- guide the customer during their adoption of cloud platform
- help the customer understand the strength of the platform and the improvement they can reach and the thousands of possibilities they can explore
- provide the customer with the best design architecture for every specific environment/requirement in order to make the transition to the cloud as smooth and as efficient and as cost effective as possible
- lead technical presentations, demonstrations, workshops, architecture design sessions, proof of concepts, and pilots to explain, demonstrate, and prove the capabilities of company's products and services
- resolve technical, competitive and security blockers to cloud adoption

Dec 2018 – Jul 2019

Technical Solutions Professional Azure Infrastructure
c/o **Microsoft S.p.A.** Milano

Main
competencies,
responsibilities,
activities

- be a solution sales leader within enterprise sales organization working with national manufacturing most important customers
- lead a virtual team of technical, partner and consulting resources to advance the sales process and achieve/exceed usage/consumption targets
- help customers evaluating their applications, recommend solutions that meet their requirements, remove roadblocks to deployment and drive customer satisfaction
- lead technical presentations, demonstrations, workshops, architecture design sessions, proof of concepts, and pilots to explain, demonstrate, and prove the capabilities of Microsoft's products and services
- resolve technical, competitive and security blockers to accelerate Azure Infrastructure sales and customer usage
- win the technical decision at customers for opportunities and guiding them in decision making

Jul 2017 – Nov 2018

Domain Solution Architect - Secure and Cloud Infrastructure
c/o **Microsoft S.p.A.** Milano

Main
competencies,
responsibilities,
activities

- have a deep knowledge about all the technical, operational, performances and management perspective of IaaS solution on Azure Cloud Platform
- architect how to leverage on IaaS, PaaS and SaaS cloud functionalities to meet the customer needs and expectations
- have a deep knowledge about all the technical aspects of a datacenter on premises from a hardware to a management perspective, leading to a development and scalability approach
- combine the two competencies above to enable an Hybrid environment and deliver to the customer the optimal solution in terms of cost and efficiency
- have the ability and flexibility to deal with a lot of different customers (Manufacturing, Banking, Public Sector from big to small companies)
- managing hard situations, from business critical deals to time tight activities - constantly "under pressure"

Nov 2016 – Jun 2016

Architect at World Wide Center Of Excellence
c/o **Microsoft S.p.A.** Milano

Main
competencies,

- drive the adoption of the newest cloud technologies on high potential customers and partners

responsibilities,
activities

- support technical sales and presales teams to provide a high-quality response to customer and partner requests
- be a SME (Subject Matter Expert) on the preview products and features of the company
- as in World Wide team, be flexible and have a growth mindset to travel and collaborate with worldwide colleagues and customers, with different cultures and work approach
- be part of a focal team in the whole company in terms of knowledge, support, proactivity
- keep yourself always up to date on the fast-changing technology updates and trends

Main project
experiences

- Microsoft Azure Cloud Platform adoption for an industry-leading audit, consulting, tax, and advisory services worldwide company in Amsterdam
- Microsoft Azure Cloud Platform adoption in a national Italian bank with the migration from their physical datacenter to Microsoft public cloud
- Microsoft Private Cloud Platform adoption at different national customers
- Enablement of several partners to become Cloud Solution Providers for Azure
- Several collaborations with Sales department within Microsoft to drive the best technical choices
- Service Management Automation
- IT infrastructure assessment/setting about Active Directory, Virtualization Platform, Monitoring, system management...
- Active involvement in worldwide communities and conferences aiming to share the knowledge and provide a more efficient way of doing things
- HACA Microsoft program (Hybrid Cloud Architect Capacity Accelerator) during 2015/16

Jan 2011 - Oct 2016

Secure Infrastructure Consultant
c/o **Microsoft S.p.A.** Milano

Main Technical Skills

- Google GenAI Ambassador/Specialist
- Cybersecurity in the Cloud
- Google Cloud Platform Architecting Solutions
- Cybersecurity support
Support customer in whole infrastructure recovery plan after compromise
Support customer in SIEM + SOAR system adoption
- Business Continuity + Disaster Recovery
Adoption and implementation of BC + DR environment both for infrastructure and application Azure cloud systems
- Implementation of VDI environment
Azure Windows Virtual Desktop + FSLogix integration
- Azure Infrastructure main topics
Network, Storage, Computing, HPC, Identity and Security, App Services
- Hybrid Cloud Datacenter Architecting and Deploying
Architecting and deploy of private cloud infrastructure with Hyper-V, SCVMM 2012 R2. Use of Azure Site Recovery services for both onpremises-to-onpremises disaster recovery service and on premises-to-azure backup and DR service. Deploying and configuring Windows Azure Pack
- Private Cloud Datacenter Architecting and Delivering
Architecting and deploy of private cloud infrastructure with Hyper-V, SCVMM 2012 R2, SCOM 2012 R2. Migration of VMWare infrastructure with Mat4Shift NetApp solution. Use of PDT for System Center deployment.
- XP Eradication
Migration of 10.000 Windows XP to Windows 7. Creation of a VDI environment. Creation and customization of a self-service provisioning of VMs and services. Everything managed with System Center Suite 2012
- Hyper-V 3.0 migration
Creation of Windows Server 2012 Hyper-V environment on which migrate 1000 VMWare Virtual Machine through a custom V2V process realized using Orchestrator. High use of PowerShell scripting.
- Service Request and Incident Management through Service Manager 2012
Deploy of Service Manager 2012 and its portal. Provide service and incident request automated solution using Orchestrator runbooks.
- User life cycle management through Service Manager 2012
Creation of service request and related Orchestrator runbooks to automate user life cycle management (create, modify, delete, disable, etc.).
- Massive deployment of branch offices
Use of several Microsoft products to automate branch offices remote deployment. Primary focus on the Hydration Process.
- MACH program (Microsoft Academy for College Hires) during 2011/12
Customized learning experience designed for the newest university hires in various full-time roles within the Evangelism, Finance, IT, Marketing, Operations, Sales and Services organizations

Main competencies, responsibilities, activities

- As trainer at Siemens in the Manufacturing Execution Systems (MES) division be responsible of the development, maintenance, and delivery of several technical training courses to Siemens customers and partners, as well as to internal employees.

Education

- [2008 - 2010] Master Degree in **Electronic Engineering** at University of Genoa (110/110 cum Laude with Right of Publication)
- [2005 - 2008] Bachelor Degree in **Electronic Engineering** at University of Genoa (108/110)
- [2001 – 2005] High School degree (**Scientific High School** "Liceo Scientifico Statale Guglielmo Marconi") (100/100)

List of **Technical Certification** ([Noemi Greco - Badges - Acclaim \(youracclaim.com\)](#))

- [2023] Google Cloud Certified – Professional Cloud Security Engineer ([link](#))
- [2023] Google Cloud Certified – Professional Cloud Architect ([link](#))
- [2020] AZ-500: Exam AZ-500: Microsoft Azure Security Technologies
- [2019] AZ-300: Microsoft Azure Architect Technologies
AZ-301: Microsoft Azure Architect Design
Azure Solutions Architect:
- [2015] 70-534: Architecting Microsoft Azure Solutions
- [2013] 70-247: Configuring and Deploying a Private Cloud with System Center 2012
- [2012] 70-243: Administering and Deploying System Center 2012 Configuration Manager
- [2011] 70-664: TS: Lync Server 2010, Configuration
70-663: PRO: Designing and Deploying Messaging Solutions with Microsoft Exchange Server 2010
70-662: TS: Microsoft Exchange Server 2010, Configuring
70-643: TS: Windows Server 2008 Applications Infrastructure, Configuring
70-646: Pro: Windows Server 2008, Server Administrator
70-642: Windows Server 2008 Network Infrastructure, Configuring
70-640: Windows Server 2008 Active Directory, Configuring

Languages

Self-Assessment
European Level (*)

Reception
(listening and reading)

Production
(spoken and written)

Interaction
(spoken and written)

English

C2 Mastery or proficiency

C2 Mastery or proficiency

C2 Mastery or proficiency

(*) *Common European Framework of Reference for Languages*

Other experiences and interests

Participation in the Erasmus project in the academic year 2008/2009 at the University of Cork (Ireland) from 22/09/2008 to 21/12/2008.

Participation at the International Imagine Cup 2009 competition organized by Microsoft and achievement of 1st place in the National Game Development category with the HelpAfrica project with the Game4All team.

Participation in the international competition Imagine Cup 2010 organized by Microsoft and achievement of 3rd place in the National Design Software category with the ByBNet project with the BYB (BeYourBrother) team.

Publication of the article "Model Selection for Support Vector Machines: Advantages and Disadvantages of Machine Learning Theory" for the International Conference on Neural Networks, Barcelona 2010 (Authors: Davide Anguita, Alessandro Ghio, Noemi Greco, Luca Oneto and Sandro Ridella)

I authorize the processing of personal and sensitive data as indicated above, in compliance with D. Lgs. 196/2003 and subsequent amendments and additions.

Noemi Greco