

Massimo Bruni

CEO at ATS Spa

massimo.bruni@atsweb.it

Riepilogo

Entrepreneur with 20 years of experience and passion (not necessarily in that order) for Physics and for Telecommunications. Directly experienced in startup and development of national and international companies. Devoted to establish long term trusted business partnerships. Aimed to build and lead teams of professionals.

Esperienza

Co Founder presso K Labs

2006 - Present (9 years)

I was Co Founder of K Labs, a company focused in offering ICT training services in EMEA territory. I'm currently the CEO of the company.

Co Founder & CEO presso Advanced Telecom Systems S.p.A.

1998 - Present (17 years)

I was Co Founder of ATS S.p.A., an international network and system integrator specialized in secure networking, unified communication & telepresence, performance testing and service assurance. I'm currently shareholder and company CEO.

Co Founder & CEO presso Alcor

2010 - 2014 (4 years)

I was Co Founder of Alcor, a company focused in offering network performance testing and performance analysis solutions. Alcor has been merged with ATS in 2014.

CEO presso Klarya

2008 - 2014 (6 years)

I was CEO of Klarya, a company focused in open source unified communication technology. The company has merged with ATS Spa beginning 2014.

Co Founder and Shareholder presso Mutina Technology

2006 - 2010 (4 years)

I participated in the startup of the company, active as manufacturer of network passive monitoring systems, and was part of the company's Board until 2010, when Mutech has been acquired by Empirix Inc.

Founder presso Datagram

1996 - 2001 (5 years)

I founded the company, active as network integrator and business partner and Internet point of presence of I.Net. I acted as company CEO until 2001, when the Datagram activity was merged with the ATS one.

Sales & Marketing Consultant presso Ascom Italia

1992 - 1995 (3 years)

I worked with the Test & Measurement R&D and Sales team in Italy.

Corporal Major presso Italian Army

March 1993 - February 1994 (1 year)

I worked as soldier assigned to the Information Office (OAI) at the "Brigata Meccanizzata Friuli" headquarter. My job was to handle military confidential and classified dispatches at Brigade level.

Organizzazioni

Confindustria Modena

Head of ICT Section - Board Voting Member

July 2010 to Present

Chamber of Commerce of Modena

Council Voting Member

November 2010 to Present

Rotary Club "Ludovico Antonio Muratori" Modena

Founder Member

September 2002 to Present

www.rotarymodenamuratori.it

Pubblicazioni

Electrical studies on H-implanted silicon

Phys. Rev. B 49, 5291–5299 (1994) February 15, 1994

Authors: Massimo Bruni

Studio mediante analisi DLTS di silicio impiantato con idrogeno ad alta densità e successivamente trattato termicamente. In collaborazione con: D. Bisero, R. Tonini, and G. Ottaviani Dipartimento di Fisica, Università di Modena, Italy G. Queirolo and R. Bottini SGS-Thomson Microelectronics, Agrate Brianza, Milano, Italy

Lingue

English

(Full professional proficiency)

Italiano

(Native or bilingual proficiency)

Competenze ed esperienze

Telecommunications

VoIP

IP

Pre-sales

Cloud Computing

Product Management

Account Management

Sales Management

Business Strategy

Start-ups

Solution Selling

Management

New Business Development

Unified Communications

Product Marketing

Digital Broadcast

Internet Media

Entrepreneurship

Corporate Finance

Inspiring People

Emotional Intelligence

Applied Physics

Organic Gardening

Start-up

Telecomunicazioni

Cloud computing

Vendita di soluzioni

New business development

Gestione vendite

Marketing di prodotto

Imprenditoria

Strategia d'impresa

Formazione

IFOA

Executive Master Finanza Aziendale e Controllo di Gestione, 2004 - 2005

Università degli Studi di Modena e Reggio Emilia

Applied Physics, 1986 - 1992

Liceo Scientifico "A Tassoni" - Modena

1980 - 1985

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[Contatta Massimo su LinkedIn](#)