

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante	
Bari	SWG	SWG	Solution Representative - Brand Specialist	1		
Bologna	GBS	GBS	Package Solution Consultant	1		
			Project Manager	1		
				Solution Representative: Industrial Sector	1	
	GTS	GTS ITS	GTS SO	Brand Client Representative	1	
				Project Executive	1	1
		GTS TSS		People Manager	2	
				Solution Representative - Brand Specialist	1	1
	S&D	Enterprise Italy		Client Representative	3	
				Client Unit Executive	2	
				Mid-Market Client Representative	2	
				Solution Representative	1	
		Enterprise Public		Client Representative	1	
	SWG	SWG		Brand Client Representative	2	
				Solution Representative - Brand Specialist	1	1
	STG	STG		Client Technical Architect	1	
				Solution Representative	1	
Catania	S&D	Enterprise Italy	Client Unit Executive	1		
			Client Technical Architect	1		
			Client Technical Architect	1		
Firenze	GBS	GBS	Delivery Project Executive	1		
			Project Manager	1		
			Solution Representative: Industrial Sector	1	1	
	GTS	GTS ITS	GTS SO	People Manager	1	
				Solution Representative	1	
	S&D	Enterprise Italy		Client Representative	1	
				Solution Representative	1	
				BPO	Client Representative	1
STG	STG		Client Representative	1		
Genova	GBS	GBS	Package Solution Consultant	1		
			Project Manager	1		
	S&D	Enterprise Italy		Client Representative	2	
	SWG	SWG		Solution Sales Manager	1	
STG	STG		Solution Representative - Brand Specialist	1		
MI Segrate	GBS	GBS	Application Architect	3		
			Application Consultant	1	1	
			Business Transformation Consultant	2		
			Delivery Project Executive	5		
			Functional Manager	4		
			Package Solution Consultant	8	1	
			Performance & Optimization Professional	1		
			Project Executive	2		
			Project Manager	16		
			Strategy Consultant	8		
			Technical Team Leader	1		
			Solution Representative: Industrial Sector	4		
			Solution Representative: Strategy & Transformation	1	1	
			Solution Representative: Distribution Sector	5		
			Solution Representative: Public Sector	1	1	
			Solution Representative: Communications Sector	2		
			Solution Representative: General Business	1	1	
			Solution Representative: SAP	1		
			Solution Representative: Business Solutions	1		
Solution Representative: Application Management	1					
Business Sales & Delivery Executive: INDUSTRY.Chemical & Petroleum	1					

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Business Sales & Delivery Executive: Complex Programs	2	1
			Business Sales & Delivery Executive: Distribution Sector	2	
			Business Sales & Delivery Executive: Public Sector	1	
			Business Sales & Delivery Executive: Financial Services Sector	3	1
			Business Sales & Delivery Executive: INDUSTRY.Insurance	3	
			Business Sales & Delivery Executive: Strategy & Transformation	1	
			Business Sales & Delivery Executive: INDUSTRY.Telecommunications	1	1
			Business Sales & Delivery Executive: INDUSTRY.Consumer Products	1	
			Business Sales & Delivery Executive: INDUSTRY.Banking	2	
			Business Sales & Delivery Executive: Industrial Sector	1	
			Business Sales & Delivery Executive: IBM Maximo	1	
			Executive GBS	1	1
GTS	GTS Business Operations		Contract Management Advisor	1	
			People Manager	2	
	GTS Transformation		Delivery Project Executive	1	
			Offering Management & Development Manager	1	
	GTS		People Manager	1	
	GTS ITS		Brand Client Representative	3	
			Business Sales & Delivery Executive	2	
			Client Technical Architect	2	
			Client Technical Specialist	1	
			Client Unit Executive	1	
			Delivery Project Executive	1	
			Infrastructure Architect	1	
			Infrastructure Specialist	1	
			IT Management Consultant	2	
			People Manager	7	
			Project Manager	1	
			Security Architect	1	
			Solution Representative	5	
			Solution Representative - Brand Specialist	1	1
			Solution Sales Manager	2	
			TSS Delivery Executive Europe	1	
	GTS SO		Business Programs Manager	1	
			Business Sales & Delivery Executive	1	
			Client Unit Executive	1	
			Delivery Project Executive	4	
			Engagement Solution Architect	4	
			Enterprise Architect	1	
			People Manager	15	
			Project Executive	9	
			Project Manager	1	
			Sales Leader	3	
			Service Integration Leader	1	
			Solution Representative	8	
			Solution Sales Manager	2	

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante
			Technical Solution Manager	9	
			Transition Manager	2	
			Security & Risk Management Manager	1	1
	GTS TSS		Business Programs Manager	1	
			Client Representative	1	1
			Functional Manager	1	
			People Manager	4	
			Project Executive	1	
			Service Planning Representative	1	
			Support Center Representative	1	
			Sales Specialist	1	
			TSS Delivery Leader Italy	1	
	S&D	Inside Sales	Client Representative	2	
			Client Unit Executive	4	
			People Manager	1	
			Solution Representative - Brand Specialist	1	
			Mgr of Online Commerce Solutions, Europe	1	1
			Manager of Teleweb Italy	1	1
		Industries & Business Development	Business Sales & Delivery Executive	1	
			Client Unit Executive	1	
			Solution Representative	4	
			Solution Sales Manager	2	
		Foundation	People Manager	1	
		Enterprise Italy	Application Consultant	1	
			Business Sales & Delivery Executive	2	
			Client Representative	22	
			Client Unit Executive	6	
			Delivery Project Executive	4	
			Managing Director	1	
			Mid-Market Client Representative	1	
			Package Solution Consultant	1	
			People Manager	3	
			Project Manager	6	
			Solution Representative	3	
		Fiat-Chrysler	Client Representative	2	
		BPO	People Manager	1	
			Solution Sales Manager	3	
		Technical Sales	Client Technical Architect	15	
			Client Technical Manager	1	
			Industry Solution Representative	1	
			Infrastructure Architect	1	
			People Manager	1	
		Enterprise Public	Client Representative	1	
			Client Unit Executive	1	
			Solution Sales Manager	2	
			Technical Solution Architect	1	
		Strategy & Sales Transformation	IBM Sales Model Professional	1	1
			Sales Execution & Management Professional	2	
		ENI	Client Representative	2	
			Industry Solution Representative	1	
			People Manager	1	
		Executive Staff	Client Representative	1	
			Client Unit Executive	1	
			Employee & Labor Relations Professional	1	
			Executive	2	
			General Lawyer	1	

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			People Manager	2	
			Solution Sales Manager	1	
			General Manager	1	
			Sales Manager	1	
			Vice President Finance	1	
		UniCredit	Client Representative	2	
			Client Technical Architect	3	
			Client Unit Executive	1	
			Managing Director	1	
			Solution Representative	2	
		Generali	Client Technical Architect	1	
			Client Unit Executive	1	
		Intesa Sanpaolo	Business Sales & Delivery Executive	1	
			Executive	1	
GIE	HR Services		People Manager	1	
	BT/IT CIO		People Manager	4	
	Finance		Finance Coordinator	4	
			Financial Analyst	3	
			Internal Auditor/Investigator	2	
			People Manager	13	
			Solution/Product/Transactional Pricer	1	
			Tax Professional: Country Tax Manager, Italy	1	
			Tax Professional: Direct Tax	1	
			Tax Professional: Transfer Pricing/Intercompany, Brand Advisor - Mergers & Acquisitions - Audit, Italy	1	1
			Tax Professional: Tax Advisor, Direct Tax, Mergers & Acquisitions, Compliance - Italy	1	
			Tax Professional: Indirect Tax, Italy	1	
			SO and ITS Pricing Manager Italy	1	1
	Accounting		People Manager	1	
	Legal		Contract Engagement Advisor	3	
			General Lawyer	4	
			General Legal Support Specialist	1	
			People Manager	1	
			Attorney	4	
	ISC		Executive	1	
			People Manager	2	
			Procurement Strategic Sourcing Professional	1	
			Project Manager	1	
	Re.So		People Manager	1	
	HR		Business & Technical Leadership Professional	1	
			Business Programs Manager	1	
			Compensation Professional	1	
			Employee & Labor Relations Professional	2	
			HR Business Development Consultant	2	
			Human Resources Partner	5	
			Recruitment Professional	1	
			Safety/IH Specialist	1	
			Human Resources Leader	1	
	STS		Business Programs Manager	1	
			Functional Manager	1	
			People Manager	8	
			Project Manager	1	
			Manager of Operations & Transformation		
			STS	1	1

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		Procurement	People Manager	1	
			Procurement Strategic Sourcing Professional	1	
			Senior Technical Staff Member (STSM)	1	
		Marketing, Comms & Citizenship	External Relations Professional	2	
			IBM Brand System Professional	3	
			Market Development & Insights Professional	1	1
			Market Management Market Segment Manager	1	
			People Manager	7	
			Market Management Market Segment Manager: GIE Mktg Segrate	1	1
		SMS	Sales Compliance Professional	1	
			Sales Execution & Management Professional	4	
			Solution Sales Manager	1	
			SMS Transformation Manager	1	1
SWG	Rome SW Laboratory		Application Architect	1	
			Solution Representative - Brand Specialist	1	1
	SWG		Brand Client Representative	12	
			Client Technical Architect	5	
			Client Technical Manager	3	
			Client Technical Specialist	6	1
			Developmental Job Role	1	
			Information Architect	1	
			Learning Consultant	1	
			Market Management Market Segment Manager	2	
			People Manager	4	
			Solution Representative	4	
			Solution Representative - Brand Specialist	4	4
			Solution Sales Manager	21	
			Trusteer Web Fraud Sales Representative	1	
STG	STG		Brand Client Representative	1	
			Business Sales & Delivery Executive	1	1
			Client Representative	2	
			Client Technical Architect	1	
			Client Technical Manager	3	
			Client Technical Specialist	1	
			Executive	1	
			People Manager	5	
			Product Manager	1	
			Solution Representative	4	1
			Solution Representative - Brand Specialist	3	
			Solution Sales Manager	6	
			Storage Support Specialist	1	
Napoli	S&D	Industries & Business Development	Sales Management Support Professional	1	1
		Enterprise Italy	Mid-Market Client Representative	1	
Padova	GBS	GBS	Project Manager	1	
	GTS	GTS ITS	Brand Client Representative	1	
		GTS SO	Delivery Project Executive	1	
			Project Executive	1	
		GTS TSS	Project Executive	1	
	S&D	Enterprise Italy	Client Representative	6	
			Client Unit Executive	1	
			People Manager	1	

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		UniCredit	Client Technical Architect	1	1
		Generali	Brand Client Representative	1	
			Client Representative	1	
			Client Unit Executive	2	
			People Manager	1	
	SWG	SWG	Brand Client Representative	1	1
	STG	STG	Mid-Market Client Representative	1	
			Solution Representative	1	
			Solution Representative - Brand Specialist	1	
	Palermo	STG	STG	Client Representative	1
Roma	GBS	GBS	Business Analyst	1	1
			Delivery Project Executive	3	
			Project Manager	12	
			Strategy Consultant	1	
			Test Specialist	1	
			Solution Representative: Industrial Sector	1	
			Solution Representative: Public Sector	3	
			Solution Representative: Communications Sector	4	
			Solution Representative: Business Solutions	2	
			Solution Representative: Application Management	1	
			Business Sales & Delivery Executive: INDUSTRY.Government-Central/Federal	3	1
			Business Sales & Delivery Executive: Distribution Sector	1	
			Business Sales & Delivery Executive: Financial Services Sector	1	
			Business Sales & Delivery Executive: INDUSTRY.Banking	1	
			Business Sales & Delivery Executive: Communications Sector	1	
			Business Sales & Delivery Executive: Application Management	1	1
	GTS	GTS Business Operations	Business Advisor	1	
			Solution Representative	1	
		GTS ITS	Brand Client Representative	5	
			Business Continuity & Resiliency Srvc Consultant	1	
			Client Technical Architect	2	
			Client Technical Manager	1	
			Client Unit Executive	1	
			IT Management Consultant	2	2
			People Manager	7	
			Project Manager	2	
			Sales Leader	1	
			Security & Privacy Consultant	1	1
			Solution Representative - Brand Specialist	1	
			Solution Sales Manager	2	
		GTS SO	Client Solution Executive	1	
			Delivery Project Executive	2	
			People Manager	3	
			Project Executive	5	
			Solution Representative	2	
		GTS TSS	Client Availability Leader	1	
			People Manager	3	
	S&D	Industries & Business Development	Application Architect	1	

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			Client Representative	2	
			Data Specialist	1	
			Solution Representative	8	
		Enterprise Italy	Business Sales & Delivery Executive	1	
			Client Representative	9	
			Client Unit Executive	5	
			Industry Solution Representative	1	
			Project Manager	1	
			Solution Representative	2	
			Solution Sales Manager	1	
			Client Executive	1	
		BPO	Client Representative	1	1
			Client Unit Executive	1	
			Solution Sales Manager	1	
		Technical Sales	Client Technical Architect	3	
		Enterprise Public	Application Consultant	1	
			Client Representative	13	
			Client Technical Architect	3	
			Client Unit Executive	5	
			Executive	1	
			Industry Solution Representative	1	
			Project Manager	1	
			Solution Sales Manager	2	
			Solution Representative: Application Management	1	
			Solution Representative: INDUSTRY.Government.Solutions	1	
			Client Representative, Industry Government Federal Justice, Central Government & Agencies	1	1
			Solution Sales Solution Representative Regional Government (Growth Customers)	1	1
		Executive Staff	Governmental Program Manager	1	
			People Manager	1	
		Enel	Client Representative	1	
			Client Technical Architect	1	
			Client Unit Executive	1	
			People Manager	1	
		GIE Finance	Financial Analyst	1	1
			Functional Manager	1	
			People Manager	1	
		Legal	Contract Engagement Advisor	1	
		Re.So	People Manager	2	
		HR	Human Resources Partner	1	
			Learning Consultant	1	
		STS	Customer Relationship Representative (CRR)	1	
			Bid Manager	1	1
		Marketing, Comms & Citizenship	Corporate Citizenship & Corp Affairs Professional	1	
		SWG Rome SW Laboratory	Application Architect	1	
			Client Technical Manager	3	2
			Client Technical Specialist	1	
			People Manager	8	
			Product Manager	1	
			Project Manager	2	
			Research Relationship Manager	1	1
			Software Architect	7	

Sede	Area	Collocazione aziendale	Profili Professionali	Personale in forza	Personale esuberante			
			C&SI Smarter Infrastructure Engineering Program Manager	1	1			
			Brand Client Representative	5				
			Client Representative	1				
			Client Technical Architect	3				
			Client Technical Manager	5				
			Client Technical Specialist	3				
			Industry Solution Representative	1				
			Infrastructure Architect	1				
			Sales Leader	1				
			Solution Representative	1	1			
			Solution Representative - Brand Specialist	15				
			Solution Sales Manager	20				
			STG	STG	Client Technical Architect	2		
					Client Technical Manager	2		
					Client Technical Specialist	2		
					Project Manager	1		
					Solution Representative	1		
					Solution Representative - Brand Specialist	3		
					Solution Sales Manager	2		
			Torino	GBS	GBS	Business Transformation Consultant	1	1
						Delivery Project Executive	2	
						Information Architect	1	
						Project Manager	1	
						Solution Representative: Industrial Sector	1	1
				GTS	GTS ITS	Brand Client Representative	1	1
						People Manager	1	
					GTS SO	Business Programs Manager	1	1
			Delivery Project Executive	3				
			Engagement Solution Architect	2				
			People Manager	3				
			Project Executive	2				
			Sales Execution & Management Professional	1	1			
			Service Integration Leader	1				
			Solution Manager	1				
			Solution Representative	2	1			
			Technical Solution Manager	1				
	S&D	Industries & Business Development	Business Analyst	1				
			Business Transformation Consultant	1				
			Client Unit Executive	1				
		Enterprise Italy	Client Unit Executive	1	1			
			Solution Sales Manager	1				
		Fiat-Chrysler	Business Sales & Delivery Executive	1				
			Client Representative	2				
			Client Technical Architect	1				
			Managing Director	1				
		Technical Sales	Client Technical Architect	1				
			Infrastructure Architect	1				
		Intesa Sanpaolo	Client Representative	2				
	GIE	STS	Business Programs Manager	1				
	SWG	SWG	Brand Client Representative	2				
			Client Representative	1				
			Client Technical Architect	2	1			
			Solution Representative - Brand Specialist	1				
<b>Grand Total</b>				<b>911</b>	<b>60</b>			