

ALLEGATO 2: Dirigenti attualmente impiegati in modo abituale in IBM Italia

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante	
Bari	IBM Cloud	Sw Sales	Solution Representative-Brand Specialist: Cloud Solutions	1		
		Sw Sales Total		1		
	IBM Cloud Totale			1		
Bari Totale				1		
Bologna	Global Markets	Enterprise	Business Development - Industrial	1		
			Client Representative: Enterprise.Banking & Financial Markets	1		
			ESU Manager Energy&Utilities	1		
		Enterprise Total		3		
	Global Markets Totale			3		
	GTS	IS	Brand Client Representative: GTS Infrastructure Services	1		
		IS Total		1		
	GTS Totale			1		
	IBM Cloud	Sw Sales	Brand Client Representative: Software	1		
		Sw Sales Total		1		
	IBM Cloud Totale			1		
	Solutions & IS&BD	Security	Solution Representative: Security Portfolio	1		
		Security Total		1		
	Solutions & IS&BD Totale			1		
	Systems HW	Systems HW	Client Technical Architect: SYS.Systems Architecture	1		
		Systems HW Total		1		
	Systems HW Totale			1		
	Bologna Totale				7	
	Firenze	GBS	Clusters	Delivery Project Executive: Hybrid Cloud Programs	1	
			Clusters Total		1	
GBS Totale			1			
GTS		IS	Project Executive: GTS Infrastructure Services	1		
		IS Total		1		
GTS Totale			1			
Firenze Totale				2		
Genova	Country HQ	Cloud Sales	Vice President, Software	1		
		Cloud Sales Total		1		
	Country HQ Totale			1		
	GBS	Clusters	Business Sales & Delivery Executive: Complex Programs	1		
		Clusters Total		1		
	GBS Totale			1		
	Global Markets	Enterprise	Client executive Strategic Customer	1		
			ESU Manager, Industrial 4.0	1		
	Enterprise Total			2		
	Global Markets Totale			2		
	Solutions & IS&BD	Security	Client Technical Specialist: Security Portfolio	1		
			Solution Sales Manager: Security Systems Portfolio Mgr-MAJ	1		
	Security Total			2		
	Solutions & IS&BD Totale			2		
	Systems HW	Systems HW	Solution Representative: SYS.Cross-Brand Client Systems Management	1		
		Systems HW Total		1		
	Systems HW Totale			1		
Genova Totale				7		
Napoli	Global Markets	Digital Business Group	Top Account Representative, Digital Business Group - Commercial Sales	1		
		Digital Business Group Total		1		
	Global Markets Totale			1		
Napoli Totale				1		
Padova	GBS	Growth Platforms	Project Manager: Oracle Consulting	1		
		Growth Platforms Total		1		
	GBS Totale			1		
	Global Markets	Enterprise	Client Representative: Enterprise.Automotive & A&D	1		
			Client Representative: Enterprise.Banking & Financial Markets	2		
			Client Representative: Enterprise.Industrial Products	1		
			ESU Manager, Banco BPM	1		
	Enterprise Total			5		
	Generali		Client Representative: INDUSTRY.Insurance	2		
	Generali Total			2		

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
		Global Business Partner	Solution Representative: SYS.Cross-Brand Client	1	
		Global Business Partner	Systems Management	1	
			Total	1	
	Global Markets Totale			8	
	GTS	IS	Brand Client Representative: GTS Infrastructure Services	1	
			Delivery Project Executive: Service Management	1	
		IS Total		2	
	GTS Totale			2	
	Systems HW	Systems HW	Client Unit Executive, Generali Group Integrated Account	1	
		Systems HW Total		1	
	Systems HW Totale			1	
Padova Totale				12	
Palermo	IBM Cloud	Technical Sales	Client Technical Specialist: SYS.Systems	1	
		Technical Sales Total		1	
	IBM Cloud Totale			1	
Palermo Totale				1	
Roma	Country HQ	Cloud Sales	Master Inventor	1	
		Cloud Sales Total		1	
		GLMKT Non Brand	Government and Regulatory Affairs Leader	1	
			Vice President, Enterprise	1	
			Vice President, Enterprise Public	1	
		GLMKT Non Brand Total		3	
		Global Business Partner	Director, Global Business Partners, Italy	1	
		Global Business Partner Total		1	
	Country HQ Totale			5	
	GBS	Clusters	Associate Partner	1	
			Associate Partner Fashion Retail & Travel	1	
			Associate Partner, Public Sector	1	
			Business Sales & Delivery Executive: Data Platform & Analytics	1	
			Business Sales & Delivery Executive: Public Sector	1	
			Customer Engagement & Design	1	
			Project Manager: SAP Application Innovation	1	
			Solution Representative: Public Sector	2	
		Clusters Total		9	
		GBS General	Business Operations Professional: Universal	1	
			Business Sales & Delivery Executive: Application Development & Innovation	1	
			Digital Strategy and IX Leader	1	
			Gov, Healthcare LifeScience Leader	1	
			Trenitalia Premier Account	1	
		GBS General Total		5	
		Growth Platforms	GBS AIC Analytics & Big Data SATL	1	
			GBS AIC Innovation Factory SATL	1	
			GBS AIC Public Analytics & Big Data Leader	1	
			GBS AIC Telecommunications Analytics & Big Data Leader	1	
			GBS AIC Utilities Web Technologies Leader	1	
			Project Manager: Application Maintenance & Support	1	
			Project Manager: SAP Consulting	2	
			SAP Leader - South	1	
		Growth Platforms Total		9	
	GBS Totale			23	
	Global Markets	Enterprise	Brand Client Representative: Software	1	
			Client Executive - Wind Tre and other Telcos	1	
			Client Representative: Enterprise.Banking & Financial Markets	1	
			Client Representative: Enterprise.Energy & Utilities	2	
			Client Representative: Enterprise.Telco, Media, Entertainment	2	
			Client Representative: Enterprise.Travel & Transportation	3	
			Client Technical Advisor for Enel	1	
			Delivery Project Executive: Application Services	1	
			Director ESU Telco	1	
			Director, ESU Travel & Transportation Italy	1	
			ENEL Client Director	1	
			Enterprise Sales & Program Manager	1	
			Enterprise Strategic Initiatives & NCA sales leader Italy	1	
			ESU Manager, Financial Institutions Center	1	
			Watson Leader	1	
		Enterprise Total		19	
		Enterprise Health&Public	Business Analyst: Application Development Processes	1	
			Client Representative: Enterprise.Government	11	
			Client Representative: Enterprise.Multiple/Cross	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
			Client Representative: INDUSTRY.Telco, Media, Entertainment	1	
			Client Technical Architect: Client Technical Leader.Government	2	
			Client Technical Architect: EBU Tech Leader.Multiple/Cross	3	
			Client Unit Executive: Enterprise.Government	2	
			Director, Health & Life Science Integrated Industry Unit, Italy	1	
			ESU Manager, Central Government System	1	
			Industry Solution Representative: INDUSTRY.Government	2	
			Industry Solution Representative: INDUSTRY.Telco, Media, Entertainment	1	
			Industry Solution Representative: INDUSTRY.Travel & Transportation	1	
			Solution Representative: Analytics Platform Portfolio	1	
			Technical Sales Executive e CTO	1	
		Enterprise Health&Public	Total	29	
		IS	Manager of Client Unit - Generali	1	
		IS Total		1	
		Technical Sales	Client Technical Architect: EBU Tech Leader.Multiple/Cross	1	
		Technical Sales Total		1	
	Global Markets Totale			50	
	GTS	IS	Brand Client Representative: GTS Infrastructure Services	2	
			Client Representative: Enterprise.Government	1	
			Client Solution Executive: GTS Infrastructure Services	2	
			Consultants Manager	1	
			Delivery Project Executive: Service Management	1	
			Enterprise Architect: Infrastructure Services Technical Strategy	2	
			Executive: GTS Infrastructure Services	2	
			Infrastructure Architect: IT Transformation Strategy & Design Services	1	
			IT Management Consultant: Network Consulting Services	1	
			Manager of Accounts Service Management and Service - Availability Management (SAM) Center/South	1	
			Manager of Client Unit - Telco, Business, Commercial Center/South	1	
			Manager of Public, Telcos, ENEL, Energy & Utilities South	1	
			Manager of Solutioning	1	
			Project Executive: GTS Infrastructure Services	2	
			Project Manager: Complex GTS Delivery Projects	1	
			Resiliency Consultant: Resiliency Consulting Services	1	
			Service Line Systems Manager	1	
			Solution Representative: Services Solutions	1	
			People Manager: Delivery	1	
			Project Manager: IS	1	
		IS Total		25	
		TSS	Client Availability Leader: Technical Support Services Solutions	1	
			People Manager: Technical Support Services Solutions	1	
			TSS Sales Manager - Public & Telco	1	
		TSS Total		3	
	GTS Totale			28	
	IBM Cloud	Cloud	Brand Client Representative: Dealmaker	1	
			Distinguished Engineer, IBM Watson IoT Platform	1	
			Sales Leader Key Accounts Europe	1	
			Solution Representative-Brand Specialist: Tivoli.Portfolio-MAJ	1	
			Solution Sales Manager: Analytics Solutions Portfolio	1	
			Solution Sales Manager: SYS.Sales Management	1	
		Cloud Total		6	
		Complex Deals	Client Technical Manager: Analytics	1	
			Client Technical Manager: SYS.Client Technical Management	1	
			Leader Europe-Hybrid Cloud Lab Services Delivery	1	
			Manager of SW Services	1	
			Manager of WW Endpoint & Mobility and Support Segment Leader	1	
			Offering Manager: Solution Owner	1	
			People Manager: Software	1	
			Program Leader, Cloud Development	1	
			Software Architect: IoT Solutions & Service Delivery	1	
			Software Architect: Security	1	
			Solution Representative-Brand Specialist: Cloud Solutions	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
		Complex Deals Total		11	
		Continuous Revenue Ops	Solution Representative-Brand Specialist (SW): XaaS	1	
		Continuous Revenue Ops Total		1	
		Growth Platforms	Manager - Cognitive Solutions - Watson	1	
			Rome SW Lab Leader	1	
		Growth Platforms Total		2	
		Sw Sales	Brand Client Representative: Dealmaker	1	
			Hybrid Cloud Integration Software - Sales Lead for Italy	1	
			Hybrid Cloud Sales Manager - Specialty	1	
			Software Client Leader - Key Accounts	1	
			Software Sales Coverage Leader	1	
			Solution Representative: Analytics Platform Portfolio	2	
			Solution Representative: Cognitive Industry Solutions	1	
			Zsales Leader Cloud	1	
		Sw Sales Total		9	
		Technical Sales	Client Technical Specialist: Middleware z System	1	
			Presales Technical Leader - Digital Business Automation - Hybrid Cloud Integration Software	1	
			Technical Manager - Client Architects, Software	1	
			Technical Sales System Z Cloud	1	
		Technical Sales Total		4	
		W&CP	Client Representative: Enterprise.Telco, Media, Entertainment	1	
			Solution Representative-Brand Specialist: Cloud Solutions	1	
		W&CP Total		2	
	IBM Cloud Totale			35	
	Solutions & IS&BD	Industry Business Development	Client Representative: Enterprise.Energy & Utilities	1	
			Client Technical Specialist - Business Development - E&U	1	
			Industry Solution Representative: INDUSTRY.Banking & Financial Markets	1	
			Industry Solution Representative: INDUSTRY.Energy & Utilities	1	
			Solution Representative	1	
			Solution Representative: Mortgage	1	
		Industry Business Development Total		6	
		Security	Client Technical Architect: Security Architecture	1	
			Italy Security Sales Manager Public Sector and Top Clients	1	
			Manager of Europe Technical Sales . IBM Security	1	
			Security Consultant: Infrastructure & Endpoint Security Services	1	
			Solution Representative: Security Portfolio	1	
		Security Total		5	
		Solutions	Data Specialist: Advanced Analytics	1	
			Manager of Government, HC&LS, TME and E&U Industry Solution and Business Development	1	
		Solutions Total		2	
	Solutions & IS&BD Totale			13	
	Support Functions	Finance	People Manager: Finance	1	
			Rome Lab Finance & Operation Manager	1	
		Finance Total		2	
		Human Resources	Employee and Labor Relations Specialist	1	
		Human Resources Total		1	
		Legal	Contract Engagement Advisor: Universal	1	
		Legal Total		1	
		Marketing	Corporate Citizenship and Corporate Affairs Leader Italy	1	
		Marketing Total		1	
		RESO	Manager of Real Estate & Site Operations	1	
		RESO Total		1	
		S&ST	Business Advisor: Strategic Operations	1	
		S&ST Total		1	
	Support Functions Totale			7	
	Systems HW	Systems HW	Client Technical Manager: SYS.Client Technical Management	1	
			Client Technical Specialist: Software	1	
			Industry Solution Representative: INDUSTRY.Insurance	1	
			IT Management Consultant: SYS.Systems	1	
			Manager of Server Solutions	1	
			Solution Representative-Brand Specialist: SYS.Storage Solutions	1	
		Systems HW Total		6	
	Systems HW Totale			6	
	Roma Totale			167	
Segrate	Country HQ	CGM	General Manager, IBM Italy	1	
		CGM Total		1	
		CIO	Business Area Manager: Project & Program Delivery	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
		CIO Total		1	
		Cloud Sales	IBM Cloud Leader	1	
		Cloud Sales Total		1	
		Communication	Communications Leader Italy	1	
		Communication Total		1	
		Digital Sales	Chief Digital Officer and Vice President Digital Sales Europe	1	
			Director, Digital Business Group	1	
		Digital Sales Total		2	
		Finance	CFO Italy	1	
			Vice President Finance, France IMT	1	
		Finance Total		2	
		GLMKT Non Brand	Director, Corporate Strategy CHQ - IBM Corporation	1	
			General Manager Central and Eastern Europe	1	
			GM, Financial Services and Industry Platforms, IBM Europe	1	
			Industry Client Director, Intesa Sanpaolo and ENI Group	1	
			Managing Director, Generali Group Integrated Account	1	
			Networking Services Manager	1	
			Solutions and IS&BD Director	1	
			Strategy & Sales Transformation Leader	1	
			Technical Solution Architect: Enterprise Architecture	1	
			VP Enterprise and Commercial, IBM Europe	1	
			Director, Special Projects & Research Initiatives	1	
		GLMKT Non Brand Total		11	
		GTS Europe Geo	General Manager IBM Global Technology Services, Italy	1	
			People Manager: SYS.Systems	1	
		GTS Europe Geo Total		2	
		Human Resources	Director, Human Resources, Italy	1	
			Vice President, GBS Talent	1	
		Human Resources Total		2	
		Legal	Counsel	1	
			General Lawyer: Universal	1	
			Position Pending Holding Code: Universal	1	
		Legal Total		3	
		Marketing	Director Marketing Italy	1	
		Marketing Total		1	
		Sys HW Sales	Client Unit Executive: INDUSTRY.Cross Industry	1	
		Sys HW Sales Total		1	
		Systems HW	Director, Systems Hardware Sales	1	
		Systems HW Total		1	
		T&O International	Executive: Strategic Initiatives	1	
		T&O International Total		1	
	Country HQ Totale			30	
	GBS	Accounts	Project Manager: Communications Sector	2	
			Project Manager: System Integration	1	
			Solution Representative: Communications Sector	1	
			Vodafone AD&M - AD Project Manager	1	
			Vodafone AD&M - AD Service Delivery, Release & Demand Management Leader	1	
			Vodafone AD&M - Delivery Leader	1	
			Vodafone AD&M Delivery Project Executive	1	
		Accounts Total		8	
		Clusters	Associate Partner, FSS Sector	1	
			Business Sales & Delivery Executive: INDUSTRY.Banking	1	
			Business Sales & Delivery Executive: Internet of Things & Supply Chain Management	1	
			Engagement	1	
			Executive Partner	1	
			Marketing Platforms	1	
			Project Manager: System Integration	1	
			Solution Representative: Business Solutions	2	
			Strategy Consultant: Data Analytics	1	
			Strategy Consultant: Data Strategy	1	
			Strategy Consultant: Experience Strategy	1	
		Clusters Total		12	
		GBS General	Application Architect: Enterprise Marketing Management	1	
			Cloud Application Innovation Leader	1	
			Cognitive Process Transformation Leader	1	
			Communication Cluster Leader	1	
			Distribution Cluster Leader	1	
			ENI Premier Account	1	
			Executive Partner GBS Financial Services	1	
			FSS Cluster Leader	1	
			GBS CIC Leader Bergamo	1	
			GBS Delivery Excellence	1	
			Industrial Cluster Leader	1	
			Sistemi Informativi CEO	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
			Vodafone Elite Account	1	
		GBS General Total		13	
		Growth Platforms	Application Architect: Big Data	1	
			Application Architect: Custom Development	1	
			Associate Partner, Cognitive Growth Platform	1	
			Data Specialist: Advanced Analytics	1	
			Digital Experience Lead, Digital Strategy & iX	1	
			Executive Architect, FSS Industry	1	
			Executive Partner, Digital Strategy & iX Leader	1	
			GBS AIC Complex System Integration (CSI) SATL	1	
			GBS AIC Digital Modernization Leader	1	
			GBS AIC Digital Modernization SATL	1	
			Next Gen.&EA Leader	1	
			Package Solution Consultant: SAP.FIN.CO	2	
			Package Solution Consultant: SAP.FIN.FI	1	
			Package Solution Consultant: SAP.FIN.FI - Sap Senior Consultant	1	
			Package Solution Consultant: SAP.SCM.PP	1	
			Project Manager: Application Maintenance & Support	1	
			Project Manager: Complex Programs.EA.SAP	1	
			Project Manager: Oracle Consulting	1	
			Project Manager: SAP Consulting	2	
			SAP Fashion & Retail Leader	1	
			Strategy Consultant: Data Strategy	1	
		Growth Platforms Total		23	
	GBS Totale			56	
	Global Markets	CSI	CSI Italy	1	
			Solution Representative-Brand Specialist: Cloud Solutions	1	
		CSI Total		2	
		Digital Business Group	Client Representative: INDUSTRY.Government	1	
			Client Unit Executive: INDUSTRY.Energy & Utilities	1	
			Digital Platforms Manager	1	
			Industry Solution Representative: Business Development Rep.CSP & ISV	1	
			Manager of Digital Marketing	1	
			Manager of Digital Sales, Commercial	1	
			Solution Representative-Brand Specialist: Cloud Services	1	
		Digital Business Group Total		7	
		Enterprise	Business Sales & Delivery Executive: Hybrid Cloud Solutions	1	
			Client Exec - Insurance Sector	1	
			Client Exec c/o Dedagroup, IBM BP	1	
			Client Relationship Representative	1	
			Client Representative: Enterprise.Banking & Financial Markets	3	
			Client Representative: Enterprise.Consumer	1	
			Client Representative: Enterprise.Electronics	2	
			Client Representative: Enterprise.Energy & Utilities	1	
			Client Representative: Enterprise.Telco, Media, Entertainment	1	
			Director, ESU North West	1	
			Director, Solutions and IS&BD	1	
			Enterprise Sales Unit Manager - Distribution - Italy	1	
			ESU Manager, Financial Institutions North	1	
			Leader ESU Growing Industries	1	
			Storage Solutions Sales Manager	1	
			Top Accounts Sales Manager	1	
			Vice President, Finance EBU	1	
		Enterprise Total		20	
		Enterprise Health&Public	Client Representative: Enterprise.Government	1	
			Public Sector Business Development	1	
			S&D - Enterprise Public - Enterprise Sales Unit Manager - Regional Government & Public	1	
		Enterprise Health&Public Total		3	
		FCA&CNHi	Analytics Sales Manager - Telco, E&U	1	
			Brand Client Representative: Software	1	
			Client Director, FIAT-Chrysler Integrated Account	1	
			Client Representative: INDUSTRY.Automotive & A&D	1	
			Client Technical Advisor FCA and CNHi Executive Architect - Italy WIT Leader	1	
		FCA&CNHi Total		5	
		Generali	Client Representative: INDUSTRY.Insurance	1	
			Client Technical Architect: Client Technical Leader.Insurance	1	
		Generali Total		2	
		GLMKT Non Brand	Sales Execution & Management Professional: Sales Support	1	
		GLMKT Non Brand Total		1	
		Global Business Partner	Client Representative: BP.Business Partners Sales	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
			Manager of Channel Processes	1	
			Manager of Cloud Business Partners and Channel	1	
			Manager of Hardware Channel	1	
			Solution Sales Manager: SYS.Sales Management	1	
		Global Business Partner	Total	5	
		Intesa&ENI	Client Representative: INDUSTRY.Banking & Financial Markets	1	
			Client Representative: INDUSTRY.Chemical & Petroleum	1	
			Client Representative: INDUSTRY.Industrial Products	1	
		Intesa&ENI Total		3	
		Technical Sales	Client Technical Architect: Client Technical Leader.Insurance	1	
			Client Technical Architect: EBU Tech Leader.Multiple/Cross	5	
			Client Technical Manager: Cloud Solutions	1	
			Client Technical Manager: Industry/Enterprise/MM.Energy & Utilities	1	
			Executive IT Architect	1	
			Mgr of Human Centric practice and Research Ecosystem	1	
			Supply Chain Engineering Professional: Commodity & Device Technology	1	
		Technical Sales Total		11	
		Unicredit	Client Representative: INDUSTRY.Banking & Financial Markets	1	
			Client Representative: INDUSTRY.Industrial Products	1	
			Client Technical Architect: Client Technical Leader.Automotive & A&D	1	
			Client Technical Architect: Client Technical Leader.Banking & Financial Mkts	2	
			Client Unit Executive: INDUSTRY.Banking & Financial Markets	1	
		Unicredit Total		6	
		Global Markets Totale		65	
	GTS	IS	Alternate Channel Volume Manager	1	
			Brand Client Representative: GTS Infrastructure Services	4	
			Business Development Executive: GTS Infrastructure Services	3	
			Business Programs Manager: Systems Services	1	
			Business Sales & Delivery Executive: Mobility Services	1	
			Business Sales & Delivery Executive: Systems Services	1	
			Client Representative: Enterprise.Banking & Financial Markets	1	
			Client Solution Executive: GTS Infrastructure Services	2	
			Client Unit Executive: INDUSTRY.Retail	1	
			Client Unit Manager Intesa Sanpaolo	1	
			Delivery Manager Mediobanca	1	
			Delivery Project Executive: Service Management	2	
			Director, Infrastructure Services & Enterprise Sales	1	
			Director, Infrastructure Services Delivery	1	
			Director, Mainframe and Mobility Services - GTS Europe	1	
			EBU Business North-West, North-East, Center-South and Distribution and Commercial Manager	1	
			Elite Account	1	
			Enterprise Architect: Infrastructure Services Technical Strategy	1	
			Executive: GTS Infrastructure Services	2	
			Human Resources Partner	1	
			Infrastructure Services Solution Manager: Systems Services-Distributed	2	
			Infrastructure Services Solution Manager: Systems Services-Mainframe	1	
			Manager of Banking, Generali, ENI, Intesa, FCA and Energy & Utilities North	1	
			Manager of Client Excellence	1	
			Manager of Client Unit - Enterprise Business, Commercial North, Energy & Utilities, CSI and Distribution	1	
			Manager of Client Unit - Finance, Intesa Sanpaolo, Generali, ENI	1	
			Manager of Client Unit - Insurance and Banking	1	
			Manager of Delivery Distributed	1	
			Manager of GTS Capability / Career Center	1	
			Manager of GTS COO & Shared Services	1	
			Manager of GTS Transformation	1	
			Manager of Infrastructure and Network Services (INS) and Resiliency	1	
			Manager of Resiliency Services	1	
			Manager of Services Solution Management	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
			Manager of Strategic Sales	1	
			Manager of System Services	1	
			Manager of Systems Hardware Sales Italy Market	1	
			People Manager: Infrastructure Services Solutioning	1	
			Project Executive - Vodafone	1	
			Project Executive: GTS Infrastructure Services	9	
			Resiliency Consultant: Resiliency Consulting Services	2	
			Service Excellence Manager	1	
			Service Line Resiliency & RFS Solution Manager	1	
			Solution Manager: Global Technology Services	1	
			Solution Representative-Brand Specialist: Resiliency Services	1	
			Solution Representative-Brand Specialist: Systems Services	2	
			Solution Sales Manager: Mobility Services	1	
			Systems Management Operations (SMO) and Mobility Manager	1	
			Technical Solution Manager: Global Technology Services	4	
			Transition Manager: T&T Senior Program Management	2	
			People Manager: Delivery	4	
		IS Total		77	
		TSS	Director, Technology Support Services (TSS)	1	
			Manager of Mobility Services	1	
			Manager of TSS Delivery	1	
			Manager of TSS Sales Italy	1	
			People Manager: Infrastructure Services Solutioning	1	
			People Manager: Technical Support Services Solutions	2	
			Project Executive: GTS Infrastructure Services	1	
			Solution Representative: Services Solutions	1	
			Solution Representative-Brand Specialist: MVS	1	
			TSS Sales Manager - BP	1	
			TSS Services Manager	1	
			People Manager: Delivery	1	
		TSS Total		13	
	GTS Totale			90	
	IBM Cloud	BP Ecosystem	Solution Representative: Analytics Platform Portfolio	1	
		BP Ecosystem Total		1	
		Cloud	Continuous revenue operation IBM Cloud	1	
			People Manager: SYS.Systems	1	
			Solution Representative-Brand Specialist: BP.z Systems Solutions	1	
			Solution Representative-Brand Specialist: INDUSTRY.Cross Industry	1	
			Strategy & Transformation Cloud	1	
			Technical Sales Cloud	1	
			W&CP Business Leader	1	
		Cloud Total		7	
		Complex Deals	Head of Risk Analytics Solutions Italy	1	
		Complex Deals Total		1	
		Continuous Revenue Ops	Brand Client Representative: Software	1	
		Continuous Revenue Ops Total		1	
		Sw Sales	Analytics Platforms Sales Manager	1	
			Analytics Sales Manager - Business	1	
			Manager of Cloud SW Sales - Finance and Industrial	1	
			Solution Representative: Analytics Platform Portfolio	2	
			Solution Representative-Brand Specialist: Cloud Solutions	1	
			Specialties SME Manager Cloud	1	
		Sw Sales Total		7	
		Technical Sales	Client Technical Architect: Cloud Solutions	1	
			Client Technical Architect: Cross Brand Architecture (SCA)	2	
			Client Technical Architect: Software	1	
			Client Technical Specialist: Business Intelligence & Predictive Analytics	1	
			Client Technical Specialist: Software	1	
			Solution Representative: Analytics Platform Portfolio	1	
			Technical Sales Cloud	1	
			Technical Sales W&CP	1	
		Technical Sales Total		9	
		W&CP	Solution Representative-Brand Specialist: Cloud Services	1	
		W&CP Total		1	
	IBM Cloud Totale			27	
	Solutions & IS&BD	Industry Business Development	Business Development Executive: INDUSTRY.Banking & Financial Markets	1	
			Client Solutions Professional: Sell Commercial Payments	1	
			Director of Industry and Business Development Italy	1	
			FSS Solutions & Blockchain Leader	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
			Industry Solution Representative: INDUSTRY.Banking & Financial Markets	1	
			Industry Solution Representative: INDUSTRY.Consumer	1	
			Solution Representative: Risk Analytics	1	
			Industry Business Development Total	7	
		Security	Business Sales & Delivery Executive: Security Services	1	
			Certified IT Architect	1	
			Manager of Strategic Business Partners - IBM Security Europe	1	
			Project Services Public & South Manager	1	
			Security Services Sales Manager	1	
			Solution Sales Manager: Security Portfolio	1	
		Security Total		6	
		Solutions	Client Technical Architect: Client Technical Leader.Banking & Financial Mkts	1	
			Finance Solutions Manager	1	
			Head of Global Strategy & Business Development, Watson Content and IoT Platform	1	
			People Manager: Marketing & Strategy	1	
			Regional Partner Manager - TD	1	
			Sales & Deployment - Watson Customer Engagement	1	
			securitY Unit Leader	1	
			Solution Representative: Industrial Sector	1	
			Solution Representative: Watson Customer Engagement Portfolio	1	
		Solutions Total		9	
	Solutions & IS&BD Totale			22	
	Support Functions	CIO	People Manager: Business Relationship Management	1	
		CIO Total		1	
		Communication	External Relations Professional: Ext Affairs-Media Relations	1	
		Communication Total		1	
		Finance	Business Control Leader	1	
			Business Controls Professional	1	
			Business Controls Professional: Channel BP Controls	1	
			Director, Finance - GTS	1	
			Finance Coordinator: Universal	2	
			Functional Manager: Finance	1	
			Internal Auditor/Investigator: Universal	2	
			Manager of Pricing	1	
			Manager of Tax	1	
			People Manager	1	
			People Manager: Finance	6	
			Pricing Manager z Systems and Multi & Cross Brand Markets: DACH, France, Italy, SPGI	1	
			Senior Accounting Manager	1	
			Tax Professional: Universal	1	
		Finance Total		21	
		Human Resources	Compensation Professional: Design & Development	1	
			Employee & Labor Relations Manager - Central Eastern Europe (CEE)	1	
			Employee and Labor Relations Manager - Italy	1	
			HR Business Development Professional: Complex Deals	1	
			HR Manager, Resource Project Office & HR Operations, Italy	1	
			HR Transformation & Operations Leader - Italy	1	
			Human Resources Partner: Strategic & Business HR Partner	4	
			Recruitment Manager	1	
		Human Resources Total		11	
		Legal	Contract Engagement Advisor: Universal	3	
			Counsel Manager GBS, Systems, GBP	1	
			Counsel Manager GTS, Watson, SW	1	
			General Lawyer: Universal	3	
			General Legal Support Specialist	1	
			Senior Security Manager	1	
		Legal Total		10	
		Marketing	Availability Management (SAM) Center/South	1	
			IBM Brand System Professional: Brand Expression	1	
			IBM Cloud Ecosystem Acceleration Leader	1	
			Manager of Systems and Product Marketing	1	
			People Manager: Marketing & Strategy	1	
			Portfolio Marketing Manager	1	
			Product Marketing Professional: Profession Specialization	1	
		Marketing Total		7	
		Procurement	Manager of Client Services Procurement, Italy & SPGI	1	
		Procurement Total		1	
		RESO	RESO - Site Operations Manager	1	
		RESO Total		1	
		S&ST	Asset Management Consultant: People Management	1	

Sede di lavoro	Divisione	Area	Profilo Professionale	Personale in forza	Personale esuberante
			People Manager: HR Processes	1	
			People Manager: Market Leadership	1	
			People Manager: Project & Program Delivery	1	
			People Manager: Squad Leadership	2	
			Sales Management Support (SMS) Leader	1	
		S&ST Total		7	
		T&O International	Business Programs Manager: Process Management	1	
			Business Programs Manager: Product Owner	3	
			People Manager: Transformation	1	
		T&O International Total		5	
	Support Functions Totale			65	
	Systems HW	Systems HW	Lab Services, Competitive Programs	1	
			Manager of Client Technical Professionals	1	
			Manager of IBM Systems Sales, Italy	1	
			Manager of Storage & Software Defined Infrastructure	1	
			Partner Technical Architect	1	
			People Manager: SYS.Systems	1	
			Sales	1	
			Solution Representative-Brand Specialist: SYS.Storage Solutions	1	
			Storage Sales Manager	1	
		Systems HW Total		9	
	Systems HW Totale			9	
Segrate Totale				364	
Torino	Country HQ	GLMKT Non Brand	Managing Director, FCA and CNHi Integrated Account	1	
		GLMKT Non Brand Total		1	
	Country HQ Totale			1	
	GBS	Clusters	Solution Representative: Business Solutions	1	
		Clusters Total		1	
		Growth Platforms	Business Analyst: Technical Requirements	1	
			GBS AIC CSI Automotive Leader	1	
			Information Architect: Business Intelligence	1	
		Growth Platforms Total		3	
	GBS Totale			4	
	Global Markets	FCA&CNHi	Client Representative: INDUSTRY.Automotive & A&D	1	
		FCA&CNHi Total		1	
		Intesa&ENI	Client Representative: INDUSTRY.Automotive & A&D	1	
		Intesa&ENI Total		1	
		Technical Sales	Client Technical Architect: Client Technical Leader.Banking & Financial Mkts	1	
		Technical Sales Total		1	
	Global Markets Totale			3	
	GTS	IS	Delivery Project Executive: Service Management	4	
			Executive Project Manager - T&T Program Manager	1	
			FCA and CNHi Global Service Management Manager	1	
			Infrastructure Services Solution Manager: Systems Services-Mainframe	1	
			Integrated Services Mainframe Manager	1	
			IS Lead Project Executive (PE) FCA-CNHi	1	
			Position Pending Holding Code: Universal	1	
			Project Executive: GTS Infrastructure Services	1	
			Project Manager: Complex GTS Delivery Projects	1	
			Solution Representative-Brand Specialist: Systems Services	1	
			T&T Manager	1	
		IS Total		14	
	GTS Totale			14	
	Solutions & IS&BD	Industry Business Development	Business Development Executive	1	
			Business Transformation Consultant: Enterprise Performance Management & Analytics	1	
		Industry Business Development Total		2	
		Solutions	Solution Representative: Internet of Things-Platform	2	
		Solutions Total		2	
	Solutions & IS&BD Totale			4	
Torino Totale				26	
Totale IBM Italia S.p.A.				588	