

FABIO VOLPE, MBA

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SENIOR LEADER | GLOBAL TRANSFORMATION & PROGRAM MANAGEMENT

A highly accomplished and results-driven senior leader with over 20 years of experience directing large-scale, global business transformations for major industrial and technology companies. Proven track record of spearheading multi-million-dollar portfolios and strategic initiatives that consistently deliver significant cost reductions, productivity gains, and revenue growth. An expert in establishing and leading PMOs, fostering C-suite collaboration, and navigating high-stakes environments to execute complex programs seamlessly.

CORE COMPETENCIES

Corporate Strategy | PMO Leadership | Global Business Transformation (incl. GBS) | Mergers & Acquisitions Due Diligence | Program & Portfolio Management (\$500M+) | M&A Integration | Turnarounds | Executive Engagement | C-Suite Collaboration | Change Management | Organizational Design | Process Re-engineering (Six Sigma, Agile) | Risk Management & Governance | Stakeholder & Vendor Management | IT implementation (SaaS CRM, ERP, HRM & AI Tools) | Fluent Italian and English

PROFESSIONAL EXPERIENCE

European start-ups (confidential) | May 2024 - Present

Strategic Advisor

Spearheaded the integration of machine learning models and the development of new core features for two emerging B2B platforms: a health & fitness application and an AI-powered e-commerce companion. Drove product strategy to accelerate user engagement, establish a distinct competitive market advantage, and fuel early-stage business growth.

ADT INC., Boca Raton, FL | Jun 2021 – Jan 2024

Sr. Portfolio / Program Manager (SMB)

Commanded a \$500M product portfolio, driving 6-7% YoY growth through strategic roadmap development and go-to-market execution for the US leader in security solutions.

- Directed complex, cross-functional initiatives, simultaneously leading up to 20 seamless product launches across engineering, supply chain, finance, marketing and sales.
- Defined product strategy and owned the entire lifecycle for all SMB products and services, successfully launching new solutions to expand market share.

JOHNSON CONTROLS (SENSORMATIC), Boca Raton, FL | May 2017 – Nov 2020

Global Business Transformation Program Leader, Commercial Excellence

Led a global PMO focused on sales transformation, organizational design, and operational excellence for a market-leading retail solutions provider.

- Engineered a sales turnaround across North American and APAC regions, reversing downward trends to close a **\$75M** performance gap.

- Spearheaded a global HR and recruitment overhaul, boosting headcount by 48% and generating **\$93M** in new revenue and **\$17.5M** in EBIT—exceeding plan by 36%.
- Architected and deployed a new sales organization, establishing new SLAs/KPIs to realize **\$6.1M** in annual operating savings.
- Drove **7% YoY** sales productivity growth by pioneering process re-engineering initiatives and launching new supporting IT solutions.
- Delivered C-suite level visibility into real-time sales KPIs by launching six executive Power BI dashboards integrated with ERP, Salesforce, Workday, and other enterprise systems.

FMRV INTERNATIONAL, Fort Lauderdale, FL | London, UK | Feb 2003 – April 2016

Management Consultant | Program & Transformation Lead

Led a wide range of strategic, high-stakes engagements for C-suite executives at US and international clients across multiple sectors.

- **ADT:** Led the PMO for a multi-million-dollar product launch, coordinating 70+ resources across 11 work streams and 4 companies including Verizon and Honeywell to bring a new home security ecosystem to market.
- **Bluegreen Vacations:** Achieved **18% cost savings** on a **\$5M** cloud-based marketing solution, delivering the project under budget while providing a 360-degree customer view to drive incremental marketing ROI.
- **Royal Caribbean Intl:** Directed the on-time, on-budget revamp of the Crown and Anchor loyalty program, managing a 60+ member team to overhaul complex shore-side and shipboard IT systems.
- **HBOS Financial - Lloyds:** Generated **\$9M in quick-win savings** and reduced process time by **45%** by leading a European Service Excellence transformation program ahead of a major merger.
- **Barclays:** Delivered a **\$52M benefit case** by leading a sales transformation and change management program, securing a key competitive advantage in the Factoring-Invoice Discounting market.

ADDITIONAL CAREER HIGHLIGHTS

- **Capgemini | Gemini Consulting:** Rescued a European gaming company from bankruptcy, directed a digital strategy for Italian Media company that achieved market leadership in 2 years, identified a \$200M benefit case for a global ERP implementation, and delivered \$45M in savings for major UK telecom group by restructuring support division.
- **Novell Inc.:** Established a pan-European support center with 100+ staff across 18 countries in just 4 months and expanded the product portfolio from 4 to 23 products annually within two years.
- **1eEurope International:** Supported the European sales team in generating over **\$20M** in new business by developing new e-business strategies and offerings.

EDUCATION

Master of Business Administration, International Management & Business Transformation

Rotterdam School of Management, Erasmus University | Rotterdam, The Netherlands

Bachelor of Science, Finance

The University of Utah | Salt Lake City, Utah, USA