

Alessandro La Volpe

Transformation, People & Business Leader

@aGlance

IBM Worldwide Vice President:

Sustainability Software Sales Leader, in charge of the software portfolio designed to help customers in transforming their sustainability strategies and ambitions into measurable and performing actions.

Leader of the go-to-market, 800+ talents,

SaaS Sales Leader, driving IBM sales transformation to a consumption-based model, across IBM SaaS portfolio, including focus on product readiness, go-to-market, alliances, enablement, incentives.

Key past experiences:

- several years of experience in Europe as business leader of Small and Medium Enterprises and as IBM Ecosystem development leader.
- Multiple roles with increasing responsibilities in Italy, in sales, ecosystem and marketing organizations, achieving the roles of Cloud & Software Vice President first and then Technology Vice President.

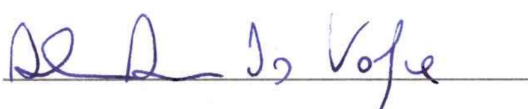
Launch and lead of the first IBM accelerator and the Start Up development program in Europe.

In 2019, **opening of IBM Garage in Milan**, a co-creation experience that drives purposeful innovation and transformational change with the speed of a startup at the scale of an enterprise; then adopted at global level as pre-sales experiential engagement model.

From 2018, **adjunct professor in "Transformative Innovation" @MIBE**, Università degli Studi di Pavia.

Degree in Economics @Università Cattolica of Milan, MBA @Henley Management College, client executive certification @INSEAD.

Passionate of travelling, reading, Start-Ups, new business models and talents development.
Sommelier @AIS



#KeyWords

Transformation Leader | Talents Development | Trust | Committed | Intensive | Energizer | Leading by example | Extremely curious | Creative | Enthusiastic | Personally Accountable | Cognitive | Open Innovation | Exponential Technologies | Sustainability | Coaching | Respect, Diversity & Inclusion