

PERSONAL INFORMATION IVANO TRAINA

POSITION BANKING PLANNER AND CONTROLLER

WORK EXPERIENCE

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- 01/04/2007–2019 **Head of Group Management Accounting Department**  
UBI BANCA, BERGAMO (Italy)  
Definition of management control models;  
Design and production of operational and management reporting;  
Quantitative analysis ex ante and ex post monthly;  
Coordination of the operational budget process and participation in the process of defining the business plan;  
Management and coordination of the human resources (30 people);  
Responsible for various strategic projects;  
Speaker at the Italian Banking Association, Italian Banking Planners Association, Financial Risk Manager Association and at Italian Universities on issues related to financial statements and planning and control in banks
- 01/09/2003–01/04/2007 **Head of Budget and Controls for Business Units Department**  
BANCA LOMBARDA, BRESCIA (Italy)  
Creation of the management control system for business lines;  
Design and production of the value based management model with relative directional reporting;  
Development and coordination of the commercial budget process with bottom-up objectives negotiation; Implementation of the daily management control;  
Quantitative analysis on the commercial network;  
Coordination of 7 resources.
- 01/10/2001–01/09/2003 **Deputy Head of Strategic Planning and Management Control Department**  
CASSA DI RISPARMIO DI BOLOGNA (NOW SAN PAOLO IMI), BOLOGNA (Italy)  
- Responsible for a team of 4 people  
- Development of the Asset and Liability Management model with periodic analysis of financial risks for senior management;  
- Process development of the strategic plan and related monitoring by integrating management control, risk management and capital management
- 01/10/1999–01/09/2001 **Team leader in the Planning and Management Control Area**  
DEUTSCHE BANK, MILAN (ITALY)  
Team leader in the Strategic Enterprise Performance Management project developed between Milan and Frankfurt  
- Design and development of the multivariate FTP system by type of operation;

- active participation in the elaboration of the strategic plan and the forecast models;
- development of accounting and management rules with native reconciliation of data;
- Study and development of reporting for senior management

01/07/1995–01/10/1999 **Adept at the planning and control department**

BANCA DI CREDITO COOPERATIVO DI CARATE BRIANZA, CARATE BRIANZA (Italy)

- Development of the management control system by branch;
- Defining the model for detecting direct and indirect costs by branch;
- Study and development of the model of internal transfer rates;
- Deep use of SISBA as a data source;
- Development of the Tableau de Board for Top Management

## EDUCATION AND TRAINING

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09/01/2017–01/06/2017 **Certification of the figure of Planner and Controller for Banks and Insurance and financial intermediaries**

ACCREDIA, Milan (Italy)

Certification as a professional figure for Planning and Management Control. Supported exam part in Italian and part in English

1998–1999 **Certification of financial analysts**

Catholic university of the sacred heart of Milan, Milan (Italy)

Annual course held by American faculty very in-depth on fundamental analysis techniques

1992–10/10/1997 **Degree in Banking, Financial and Insurance Sciences**

Catholic University of the Sacred Heart of Milan, Milan (Italy)

2016–2017 **Leadership course**

Academy of free entrepreneurs, Milan (Italy)

Transactional analysis in behaviors;

Management of personal relationships;

Talent development;

Decision making processes;

Communication processes;

Sales techniques;

Public Speaking

2016–2017 **Certificate by the Academy of Artists**

Academy of Artists, Milan (Italy)

The most treated and in-depth areas:

Diction,

acting,

public oratory

2016–2017 **Certification of participation in the pnlcourse**

Italian Academy of PNL, Brescia (Italy)

The process of effective communication. Main insights:

- the different levels of communication;
- persuasive communication techniques;
- communication in the sale;
- the fundamentals for effective communication

## PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B2	B2	B2
French	A2	A2	A2	A2	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
Common European Framework of Reference for Languages

## Communication skills

- good communication skills gained through my experience in different context as a trainer (bank courses, network marketing, personal growth);
- teacher in university courses and ABI and APB courses on planning and control issues in banks;
- PNL, verbal and non-verbal communication techniques.

## Organisational / managerial skills

- Leadership (currently responsible for a team of 30 people);
- Good organisational skills;
- Design and implementation of flexible and efficient operational processes;
- Good team leading skills gained as network marketing trainer;
- Good problem solving skills.

## Job-related skills

- Mentoring skills (as a trainer/coach);
- Good experience in developing data quality systems;
- High capacity for quantitative analysis

## Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Independent user

Digital skills - Self-assessment grid

- good command of office suite (word, excel, power point and access)

## ADDITIONAL INFORMATION

### Publications

Author of the book "Cost management in banking companies: an Activity-based costing model";  
 Development of training courses on various banking issues for ABI, AIFIRM and APB and personal growth for companies