

## PERSONAL INFORMATION

IVANO TRAINA

## POSITION

BANKING PLANNER AND CONTROLLER

## WORK EXPERIENCE

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

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 pnl course

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 solver 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