

# FRANCK PECCI

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## • EDUCATION

1977-1987

French Elementary and Middle Schools

1987-1990

Italian Highschool with scientific baccalaureat (56/60)

1990-1998

University of Bologna - Construction Engineering

## • EXPERIENCE

Summer of 88

Bartender's apprentice

Summers of 89 and 90

Clerk

1991-1992

Autocad Designer for a technical study

1994-1995

Hardware Technician e Software Specialist at **Olidata**

1992-1998

Teacher at home for mathematics, physics, computer science and Autocad.

1998-2002

**San Marino Informatica SPA – Technician and Purchase Manager**

Starting in 1998 as a technician dealing with:

- PC Assembly
- O.S. configuration
- Networks
- Data security
- Customer care

Then, in 2000 I become their purchase manager. In addition to choosing the products and to managing inventory, I had to follow imports by negotiations to import customs clearance. Vital was my constant search for alternative suppliers to ensure the best price of the components and to ensure a constant supply of the Assembly Department, maintaining leaner inventory possible.

2002-2006

**Deca Spa – Sales Manager**

Sales Manager at the Deca Spa Export Office in San Marino. The task was to follow with the USA and Europe customers from the initial commercial offer up to invoicing and shipping of orders. I had also to deal with problem solving when necessary, managing all aspects of after-sales service when needed (spare parts, servicing and monitoring customer satisfaction).

Having regard to the previous work experiences, I was asked to

reorganize the CED, to renew the IT infrastructure, the equipment and the corporate intranet. I reorganized firewalls and security systems and backups and I attended a course of 6 days for Lotus Domino environments "Administrators".

2006-present

**Codice Srl – Sales Manager**

Codice srl is a leading software company that provides a full range of management solutions, Ready Pro.

Ready Pro is the best professional solution, that solves companies everyday jobs and problems from invoicing, accounting and stock control management to E-commerce full integration and automatic eBay auctions and Amazon listing.

With former colleagues of San Marino Informatica SPA, I embarked on a new path in a booming company. The position currently is that of commercial Office at 360°. From the first contact with new customers, the negotiation and its offer, until the supply of suitable packages, after a careful analysis of the needs of each client, thus putting to good use the experience gained under the ERP. In the same way I deal with the training of new users and customer support. The software developed is a management software with modules for CRM, quality management, management of production processes and of its MRP until the publication of E-commerce.

In a first time we've improved our national sales and now I'm trying to create some international business, having Ready Pro translated in several languages.

• **SKILLS**

My career has always developed in the balance between the commercial sphere and the sphere of Information technology infrastructures. But I'm sure that technical knowledge is more than ever essential to cover at best a "commercial" figure.

**French** Native Speaker

**Italian** Native Speaker

**English** Fluent

**German** Basic Knowledge