



Marco Fabi

Date of birth: 04/01/1977

Nationality: Italian

Gender: Male

CONTACT

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ABOUT ME

Thanks to my passion for the media and IT industries, I have developed a strong and diversified knowledge in the post-production and broadcast arenas.

My target is to help customers to build the right system they need, choosing the most appropriate technologies and innovations, always keeping in mind the balance between cost and benefits.

Streamline the workflows while improving the efficiency is my obsession.

WORK EXPERIENCE

01/2022 - CURRENT – Milano, Italy

Owner

N04LABEL

Broadcasting and Media consultant.

Specialized in hybrid workflow environments for the media production and television. I can provide:

- Project planning, project management and supervision.
- Technical support (both onsite and remote)

Ongoing activities: responsible for installation and setup of a virtual studio in Milano: cabling, lighting installation supervision, virtual set installation, setup, training. I'll provide technical and operation support after the installation.

06/2015 - CURRENT – Milano, Italy

Business Development Manager

NTT Electronics Europe srl

- Responsible for the sales process of key-customers within Europe area.
- Investigations and market analysis on technical requirements and market demand.
- Promotion of sales activity in the territory of European Union.
- Creation and maintenance of strong commercial relationships with distributors and customers in the European territory.
- Management of demo units, cloud deployment of demo units and demo infrastructures.
- Development of Graphic application to control encoders and decoders.

06/2014 - 06/2015 – Verano Brianza, Italy

Sales Engineer

C.V.E. Communication Video Engineering

- Responsible for building technical and economic proposal.
- Sales Manager with responsibility and targets on a specific customer portfolio.
- Main duty: analyze in deep customer's needs and then find on the market the best solution available; focus in developing streaming solutions to multiscreen devices or STBs.
- expertise in Harmonic contribution and distribution systems, Nevion, Newtec, Witbe (IP monitoring Robot, Telephony and Mobile Robot), Signiant, Aviwest, XenData, Hitachi HDS, RTS Intercoms, Zixi.
- expertise in live streaming and VOD solutions, cloud deployment.
- Good knowledge of MPTS, SPTS, ABR and OTT formats.

05/2013 – 05/2014 – Milano, Italy

Teacher - Self Employed

S.A.E. Institute

- Teaching the basics and milestones of video: how video works, how cameras work, video compression, file format, monitor calibration.
- Responsible for preparing presentation, materials and documents for lectures.

07/2005 – 05/2014 – Milano, Italy

Customer Care Coordinator

Video Progetti srl

- Responsible of Technical Support Team operating in North Italy (4 engineers).
- Design, installation and maintenance of play-out systems, master control rooms, shared storage systems, compression and transcoding platforms, digital archive systems.
- Demonstration and training for our customers on all broadcast products.
- Installation and maintenance of Bridgetech products (microVB, IP probes) to analyze network traffic between provider/cdn and set-top-box. Analysis of Objective QoE.
- Product Manager for Mantrics, a Workflow manager / MAM for Media and broadcast industry.

02/2002 – 06/2005 – Milano, Italy

Senior Engineer

Video Progetti srl

- Pre-sales and technical assistance on several brands: Miranda Technologies, Snell, Pro-Bel, DVS, Autodesk, Bright Systems.
- Pre-sales and technical support on Discreet/Autodesk (hw/sw) products, editing, finishing and compositing products.
- Pre-sales and technical support on Storage Area Network systems, NAS, DAS.
- Technical support on following brands: Miranda-Oxtel, Pro-Bel, Chyron, Drake, DVS, Omneon, Harmonic, MTI, Max-T, Bright Systems, Autodesk Media & Entertainment systems.
- System Administration of whole IT Infrastructure of Video Progetti Milano.

12/2000 – 02/2002 – Milano, Italy

System Administrator Junior

Phoenix Tools srl

- Deployment and management of IT infrastructures.
- System administration on Irix (SGI), Linux and MS Windows.

01/2000 – 12/2000 – Milano, Italy

Engineer

Phoenix IMT

- Pre and post sales engineer.
- Support and installation of advanced computer graphic systems for 3d, compositing and editing.
- System Administration.

EDUCATION AND TRAINING

CURRENT

● **AWS Cloud Practitioner**

AWS Training

10/2013 – Milano, Italy

● **Project Manager**

SDA Bocconi

02/2004 – Milano, Italy

● **Red Hat Certified Technician**

Red Hat Italy

11/1997 – Rimini, Italy

● **Diploma "Department Head in furniture industry"**

CSR Training Center

06/1996 – Urbino, Italy

● **Electronics Engineering Technician**

ITIS "E. Mattei"

LANGUAGE SKILLS

MOTHER TONGUE(S): Italian

OTHER LANGUAGE(S):

English

Listening
C2

Reading
C2

**Spoken
production**
C2

**Spoken
interaction**
C2

Writing
C2

DIGITAL SKILLS

Strong IT skills / Strong Video Broadcasting skills / Installation and Configuration of hardware firewall and routers / Strong experience in running and maintaining complex IT/Broadcast systems / Design and implementation of compression platforms / Strong knowledge of Workflow Management Systems, MAM and DAM

Computer skills

Strong knowledge of MacOSX / Strong knowledge of Windows Operating System / Strong knowledge of Linux OS / Scripting using BASH shell / Basic programming using C and C++ / Python programming

DRIVING LICENCE

● **Driving Licence: A**

● **Driving Licence: B**

ORGANISATIONAL SKILLS

● **Organisational skills**

- Leadership (responsible for a team of 4 people).
- Organization of resources.
- Time management.
- Ability to achieve results in required time.
- Project Management.
- Ability to manage stressful situations.

HOBBIES AND INTERESTS

● **Hobbies**

Tinkering, mechanics, motorbikes

SOCIAL SKILLS

● **Team Spirit**

Ability to communicate and manage problems keeping good relationship with the stakeholders

OTHER

● **Additional information**

Military service: completed