

ERCOLE MARCHESCHI

Strategy, Organization, and Business Management Consultant

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INFORMAZIONI PERSONALI



- Nationality: Italian
- ☐ Date of birth: 05/31/1948
- ☐ Place of birth: Terni
- ☐ Residence: Via E de Amicis, 21 - Terni
- ☐ Tax Code: MRCRCL48E31L117B
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- ☐ Telephone number: +39.346.96.24.319

REGISTRATION

- ☐ Registered in the register of accountants in Terni No. 24-1971
- ☐ Registered in the Register of Auditors

EDUCATION AND TRAINING

1966–1967 I.T.C. Federico Cesi - Terni

Accounting Diploma

1967–1972 Sapienza Università di Roma - Statistica

WORK EXPERIENCES

2010 and actually Consultant in strategies, organization and business management

☐ **Design of housing and mixed socio-technical, socio-economic and socio- cultural settlements**

☐ **Structured and Project Finance**

☐ **International Organization, Communication and Marketing**

2025 – SWS BANK San Paolo Del Brasile Agent in Italy

From 2015 and actually Associazione CONCENTO

- **President**

From 1971 to 2017 Professional Studio Freelance Accountant - Order of Chartered Accountants

2019 - 2021 Operational and financial strategies fiscal ecobonus and sismabonus Italy

2019 - Publication of the book “il 7 e l'era dell'aquario – Imprenditoria e Management del nuovo millennio” (“7th and the Aquarian Age - Entrepreneurship and Management of the new millennium”)

2020 - Publisher of the BLOG www.concento.org for culture and business

2008 - 2010 Confimpreseltalia - Italian Confederation of Micro, Small and Medium Enterprises

▣ **National Executive Council - Vice President**

2008 – 2010 ConfimpreseRoma

▪ **President**

2008 - 2010 Confimpreseltalia

▪ **National Executive Council - Delegation of Services and Conventions**

2010 SNIASS - National Union of Insurance Intermediaries

▪ **National Executive Board**

2005 – 2009 FIN.GE.CO. Finanziaria SA Paradiso Canton Ticino (CH)

▪ **Director**

2000 - 2007 Payweb Italia S.p.a.

▪ **ASole Administrator - Payment System and International Money Transfer - Design and implementation of the system**

2005 Payweb International Plc – Londra

Director

▪ **Internationalization of the payment system (Imel)**

1993 – 1997 Roman Institute of Entrepreneurial Training (Rome Chamber of Commerce) Director for Operational Coordination

▪ **Training Registers and roles, Training funded by the European Community, Institutional Communication - Website - Online training and self-training**

1993 – 2000 Logo 2000 SpA - Rome - Training and Communication

Management and technical collaboration on distance learning systems and web communication

▪ **Project Manager**

1996 IBC TERNI – Postgraduate and high communication course

International Business Communication – Municipality of Terni - University of Siena – Creator, designer and Consultant

▪ **Master in International Communication**

1993 – 1995 Agrisprone srl - Farm - Palombara Sabina - Rome

▪ **Sole Director**

1993 – 1995 Finvettore SpA – Holding company - Rome

▪ **Member of the Board of Auditors**

1992 - 1993 Prof. Ciaurro Gianfranco – Mayor of Terni

Direction and Organization of the Electoral Campaign for Election as Mayor

▪ **Foundation of the Alliance Party for Terni**

▪ **Formation Candidates list**

▪ **Collection of signatures for the Presentation of the List**

▪ **Design of the communication campaign**

▪ **Direction and Coordination of Institutional and Political Communication**

1980 – 1989 DPS Entry Systems SpA – Terni

Sole Director - IBM Personal Computer Dealer (on average 40 employees)

- Accounting systems for small businesses and professionals;
- Analysis and production of software for general accounting and for tax returns on small systems;
- Systems for the processing of personnel accounting;
- Implementation of the direct and indirect sales network of hardware and software systems of its own design and production;
- Hardware and software assistance on own site and at companies;
- Training of the staff of client companies;

1975 – 1989 Data Processing Service DPS S.r.l. – Terni

Amministratore Unico - Software per Sistemi contabili medie Imprese e Professionisti;

- IBM Systems commercial brokerage;
- Design, analysis and writing of the first Italian accounting software with automatic generation of records for IBM 5110, 5120, S23 (basic language) and system 32 (RPGII language) monoprogramming systems;
- Research and implementation of innovative IT methodologies for the management of integrated and multi-terminal accounting systems;
- Design, analysis and writing of the first integrated accounting software in multiprogramming with automatic generation of RPGII language writings for IBM 34, 36 and AS400 systems;
- Company registered in the role of agents and representatives of the Terni Chamber of Commerce;
- Training of the professionalized sales network on complex business systems;
- Commercial brokerage of IBM systems through its own sales network;
- Production, sale, installation and assistance of accounting and management software systems;
- On-site and on-site training activities for the staff and management of client companies for the use of IT accounting systems (accounting, personnel management and tax returns 740, 750, 760, 770);
- Participation in annual training and strategic management and marketing internships aimed at IT entrepreneurs;
- Conference and training activities on behalf of IBM.

1975 Candidate for the Municipal Elections of the city of Terni in the Italian Republican Party PRI List. Elected second on the list;

1975 – 1980 CO.RE.CO. Regional Control Committee on the acts of the Provinces and Hospitals

Member

- Merit check of the acts of the Provinces
- Merit check on hospital acts in implementation of the first major post-war Health Reform.

1971 Professional office in Terni

- Administrative and accounting activity
- Data Processing Center
- Fiscal and Tax Consultancy
- Study and application of the 1974 Tax Reform

