

Enrico Deluchi

[linkedin.com/in/enricodeluchi](https://www.linkedin.com/in/enricodeluchi)

Experienced Business Executive and General Manager

Internet pioneer and business executive with international experience and proven track record in growing business and starting-up new organizations in complex, multicultural environments. A general manager with a natural inclination for innovation complemented by strong focus on operational excellence. A team leader with strategic vision and a talent for people development as mean to enable organizations to execute beyond expectations and exceed targets.

Career History and Professional Experience

CEO, Polihub Scarl SB (2020, today)

- Polihub is the startup incubator and accelerator of Politecnico di Milano

Founder, Atandia SRL (2017 – today)

- Atandia is an investment holding company active in start-up funding and advising. Atandia also provides consultancy services in innovation and digital transformation management. Enrico is a recognized [Innovation Manager](#) by MISE.

President and Managing Director, Canon SpA (2014-2017)

- CEO for Italian B2C and B2B markets reporting to EMEA President. Focus on profitability improvement in B2B while growing sales and guiding product-to-services business transformation, leading the acquisition of IDM.
- President of IDM, member of EMEA leadership team.

Cofounder and COO, Clouditalia Communications SpA (2011-2013)

- Leading business and technology strategy during inception phase and negotiation with Private Equity funds.
- As COO, took ownership of organizational restructuring and turnaround of entire operations after the acquisition of Eutelia, slashing OPEX while operating progressive upgrade of network and data centers infrastructure.

Managing Director, Cisco (1996-2011)

- European head appointed to start-up and implement one of three (Collaboration tech) newly introduced Architecture solutions go to market organizations, growing Y/Y EU sales and market share while integrating European teams of acquired Webex and Tandberg. (2009-2011)
- Lead Italy Enterprise team, growing revenues by 75% in three years contributing to 40% of country turnover. As Green ambassador won the #1 green supplier award in public administration, while his team was recognized for 4 times with Cisco customer innovation awards. (2006-2009)
- Head of EMEA Marketing & Communications, leading a global team of more than 300 people with a budget of 500 M\$. (2005-2006)
- Head of EMEA Wireline Service Providers. Appointed in 2003 to build from scratch the theatre Vertical GTM strategy, created and led an international team of 50+ among the best consultants to accelerate grow revenues and market share in the 500M\$ Alternative Telcos market, to then guide all sales engineering, business development and marketing teams for the entire Wireline Telco market with a 2B\$ target (2003-2005)
- Joined Cisco Italy in 1996 as employee #8. In 4 years started-up a team of 100+ experts that leveraging a relentless drive in innovation became strategic supplier of all Telco's in Italy, surpassing 250M\$ revenues. Thanks to these achievements, took then responsibility for South Europe. (1996-2003)

AT&T Italtel (1989-1996) presales consultant

Private Entrepreneur (1980-1994)

Education

Politecnico di Milano: University degree in Engineering, major in Telecommunications (1980-1987).

IMD, Lausanne; Insead, Fontainebleau; Cisco, San Jose: Executive education programs.

Language Skills

- **Italian** – Native
- **English** - Fluent
- **Spanish** - Basic