



Marco Peretti

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Bachelor in Information Engineering

Born in Glasgow (UK) 1968, Italian Citizen



A passionate and humble visionary with a great record of accomplishment in delivering innovative solutions at scale. Led multicultural and distributed development teams and shipped successful products, deployed to millions of endpoints, or serving many tens of millions of users (SaaS).

What I learned so far

- ✓ Managing people, teams & projects
- ✓ Scaling Engineering organizations
- ✓ Implementing and scaling Agile processes
- ✓ Designing and implementing Secure SDLC
- ✓ Raising Operational Efficiency (DevEx, etc.)
- ✓ Hands-on experience on AWS and Azure
- ✓ Generative AI, Machine Learning
- ✓ DevOps, Test Automation, etc.
- ✓ GDPR, ISO 27001, HIPAA
- ✓ NIST CSF, NIST SP 800-66r2

Experience

Head of Operations / NEOSIS (ELCA Group), Lausanne [2021 to 2023]

Managed a team in charge of integration projects, customer support, offers management for a new product (100M CHF investment, 200+ people)

- * Played a key role in securing a substantial investment through effective negotiations
- * Contributed to successfully retain key-clients under challenging conditions
- * Led cross-functional teams to draft and negotiate complex framework contracts (1y project)
- * Led complex data migration project (multiple databases, live environment, multiple conflicts)
- * Established and managed technical support department, defined related policies and processes

CTO / Smallpdf, Zurich [2020 to 2021]

Managed multiple teams for a total of about 25 engineers (Web, Desktop, Mobile, Backend) supporting 40+ million monthly active users and handling the processing of more than 200 million documents/month.

- * Achieved 99% payments success rate (Stripe, Braintree, PayPal)
- * Replaced in-house authentication with OSS solution (SAML/OIDC and social logins)
- * Replaced back-end File Storage functionality in production with zero downtime
- * Reduced AWS expenses by 20%, many DevOps and Security improvements
- * Led ISO 27001 certification, GDPR compliance

Product Director / Nexthink, Lausanne [2018 to 2020]

Led Product and Engineering for the Data Collection teams (about 20 engineers) on Windows and Mac, contributed to company-wide engineering initiatives and delivered significant new features.

- * Increased cross-platform code and QA automation by 50%
- * Introduced Technical Debt management policy (company-wide)
- * Trained whole R&D on Threat Modelling, introduced Secure SDLC
- * Contributed to achieving ISO 27001 certification

CTO / Avecto, Manchester [2016 to 2018]

Led multiple teams (approx. 50 engineers) to support Windows, Mac, and Linux agents and their management solutions (Microsoft Azure, McAfee ePolicy Orchestrator, Group Policy)

- * Grew Engineering by 50%, Successfully introduced Essential SAsFe
- * Successfully resolved major product deadlock and shipped major innovation
- * Improved teams' autonomy, leading to shorter release cycles, fewer bugs
- * Delivered v1.0 management solution to 300k endpoints client (C#, Azure, Microservices)

Avecto got acquired in 2018 and the Executive Team was let go as part of the **acquisition terms**.

Head of SW and FW Development / Arca, Italy [2014 to 2016]

Led multiple teams of 20+ software and firmware engineers for existing and new Cash Recyclers (ATM). Introduced agile methodologies, modern development practices, substantially reduced maintenance costs.

Founder and CTO / Cluris, Italy [2011 to 2014]

Led a distributed team and actively contributed to the design and development of a Cybersecurity multi-tenant SaaS solution on Microsoft Azure. Company was wound down due to insufficient sales.

Senior Project Manager (consultant) / BeyondTrust, Remote [2009 to 2011]

Led a distributed development team and actively contributed to the development of a new security solution. The product was eventually abandoned, and the whole team let go.

Head of Development (consultant) / Sysman, Italy [2008 to 2009]

Led a development team for the development of a market-leader [Web-based CRM](#). Note: Sysman was a company part of our [family](#) portfolio, and I committed to a **one-year mission**.

Co-Founder and CTO / BeyondTrust, (Luxembourg, US, Italy) [2003 to 2008]

Founded NeoVales and developed world's first and market-leading [Privilege Management solution for Windows](#). NeoValens was acquired and evolved into [BeyondTrust](#), where I led the development of its flagship product, deployed to millions of endpoints.

Founder and CTO / SecureWave, Luxembourg [1997 to 2003]

Invented and brought to market leading [centralized I/O devices management](#) solution as well as first proactive [Application Whitelisting](#) solution for Windows, deployed to million of endpoints.

Education

Bachelor in Information Engineering

University of Strathclyde, Glasgow (UK)

Recent trainings/certs (2021-2024)

- ✓ Leadership (IMD Business School)
- ✓ MIT AI Business Strategy
- ✓ Machine Learning (Coursera)
- ✓ ISC2 Certified in Cybersecurity
- ✓ Kubernetes Administration
- ✓ ML-Ops
- ✓ Generative AI
- ✓ TensorFlow Professional Developer

Recent Books (2023-2024)

- > The Manager's Path
- > Designing Data-Intensive Applications
- > Team Topologies
- > Foundations of Scalable Systems
- > DevOps Handbook
- > An Elegant Puzzle: Systems of Engineering Management
- > Inspired, & Empowered by M. Cagan

