

# Francesco Carbone

Mr

## Profile

CREDIT SUISSE (13 YEARS) AND DEUTSCHE BANK GROUP (4 YEARS)  
EXPERT IN FINANCIAL SECTOR SINCE 1987

I had been always working in the finance sector, in national and international banks, I moved from Italy to other countries Malta, Spain and the Czech Republic where I did my work independently.

In Prague, I came into contact with a beautiful reality of an international company that deals with system, quality and product certifications. The LL-C CERTIFICATION company is characterized by its highly competent and professional management. A new experience next to my basic profession, which I still practice independently.

Of course, my wish is that my qualifications and experience in the financial field will again be made available to international financial institutions, banks, asset management companies, private banking companies.

I'm looking for a new job opportunity in Switzerland where I think I can be appreciated.

I can speak 4 languages fairly well, Russian and Ukrainian a bit, but I would also learn the Arabic language of course.

## Details

Triq Tas-Salib 134 / St Helen  
Building

Mellieha, MLH 1437

Malta

00393286460496

[Francescocarbone1966@gmail.com](mailto:Francescocarbone1966@gmail.com)

Date / Place of birth

25/04/1966

Turin (Italy)

Nationality

Italian

## Links

[Linkedin](#)

## Skills

Financial service

Financial Analysis

Financial Planning

Customer Relationship  
Management

Customer Satisfaction

Business Development

Business Management

Initiative and  
Problem-solving Abilities

Email Marketing

Interpersonal Skills

Italian language

Fluent in English

French language

Conversational Spanish

## Languages

## Employment History

**European Business Development Manager at LL-C Certification Group, Prague (Czech Republic) - Mellieha (Malta)**

April 2019

European Business Development Manager

Customer acquisition with professional sales techniques

Manager Coordinator of Italian and European partners. Control of the entire certification process (Offer, Audit Programme, Appointment Audit, Audit Plan, Audit Report, Assessment, issuing Certificate).

Certifications, and surveillances, recertifications

Responsible for electronic invoicing to Italy (issuing Proforma and Final Invoices, sending electronic invoices)

I got certifications about following standards:

ISO 9001, ISO 14001, ISO 50001:2011, ISO 17021, ISO 19011, ISO 37001:2016, ISO/IEC 20000-1, ISO/IEC 27001:2013, ISO 28000.....

**Financial Advisor at Freelance, Mellieha (Malta) - Prague (Czech Republic)**

May 2017 — March 2019

Freelance, financial consulting, investment sector

Monetary, bond, equity products, investment funds, ETFs, currencies, commodities.

life / death insurance policies, insurance financial investment products, capital protection, supplementary pension policies.

Constant monitoring of proposed investment trends and periodic follow up. Customer acquisition with professional techniques

## **Financial Advisor at Deutsche Bank Group - Finanza e Futuro Banca , Turin (Italy)**

January 2013 — May 2017

Research and development in the financial investment sector.  
Investment consulting. Customer acquisition  
Monetary, bond, equity products, investment funds, ETFs, currencies, commodities.  
life / death insurance policies, insurance financial investment products, capital protection, supplementary pension policies.  
Constant monitoring of proposed investment trends and periodic follow up. KYC checks. MIFID regulations and standards  
Carrying out work on new and existing customers, front office activities and interface with accountancy sector  
Achieve assigned revenue and AUM targets.  
Periodic meeting with customers, updating documentation

## **Agent and Subagent at HDI ASSICURAZIONI , Turin (Italy)**

January 2005 — December 2012

Placement of RAMO I, III, V policies, supplementary pension products  
Credits with collateral

## **Financial Advisor at Credit Suisse Group, Turin (Italy)**

October 1999 — December 2012

Research and development in the financial investment sector.  
Investment consulting. Customer acquisition  
Monetary, bond, equity products, investment funds, ETFs, currencies, commodities. Achieve assigned revenue and AUM targets  
life / death insurance policies, insurance financial investment products, capital protection, supplementary pension policies.  
Constant monitoring of proposed investment trends and periodic follow up. KYC Checks. MIFID regulations and standards.  
Credits with collateral

## **Deputy head office - financial consultant at BIPOP - CARIRE, Turin (Italy)**

June 1996 — September 1999

Research and development of customers in the financial investment sector. Investment advice  
Credits with collateral  
Loans and mortgages

## **Deputy head office and financial consultant at Banco di Napoli Spa, Turin (Italy)**

July 1987 — June 1996

Clerk, agency work, ordinary and special credit office, budget analysis and review of credit lines, financial consultancy, assistant in charge of the Stock Exchange  
Credits with collateral  
Loans and mortgages

Italian

English

French

Spanish; Castilian

Russian

Ukrainian

Czech

## Education

**Bachelor's Degree, University of Study of Turin (Italy) , Turin (Italy)**

June 1995 — November 1998

SAA - School of Management

Finance and Control

## References

**GONELLA Franco** from HDI ASSICURAZIONI

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## Courses

**Private Banking - Certificate as Relationship Manager, Credit Suisse  
- Zurich**

November 2012