Massimiliano Fastelli

EXECUTIVE STRATEGIC ADVISOR



CURRICULUM VITAE · 2026

Managerial experience.
Entrepreneurial vision

For over thirty years I have worked across multinationals, Italian groups, entrepreneurship and advisory in professional printing, document management, ICT and digital transformation.

PRINTING · DOCUMENT MANAGEMENT · ICT · DIGITAL TRANSFORMATION

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01 · PROFILE

Strategy, market and delivery.



I am a Senior Advisor: I bring my experience in sales leadership, channel management, governance and new venture development, and I build strategic relationships between companies, vendors and institutions.

Sales leadership

I have led teams, channel and key accounts in multinational environments.

Governance and development

I lead new initiatives and oversee operating and financial performance.

Strategic relationships

I build structured dialogue between companies, vendors and institutions.

SECTORS

Professional printing

Document management

ICT

Digital transformation

30+

years of experience

10

roles of responsibility

4

areas: printing, documents, ICT, digital

02 · COMPETENCIES

Key competencies. One single vision.

01 **Business strategy**

02 **Professional printing**

03 **ICT**

04 **Document management**

05 **Business development**

06 **Public procurement**

07 **Subsidized finance**

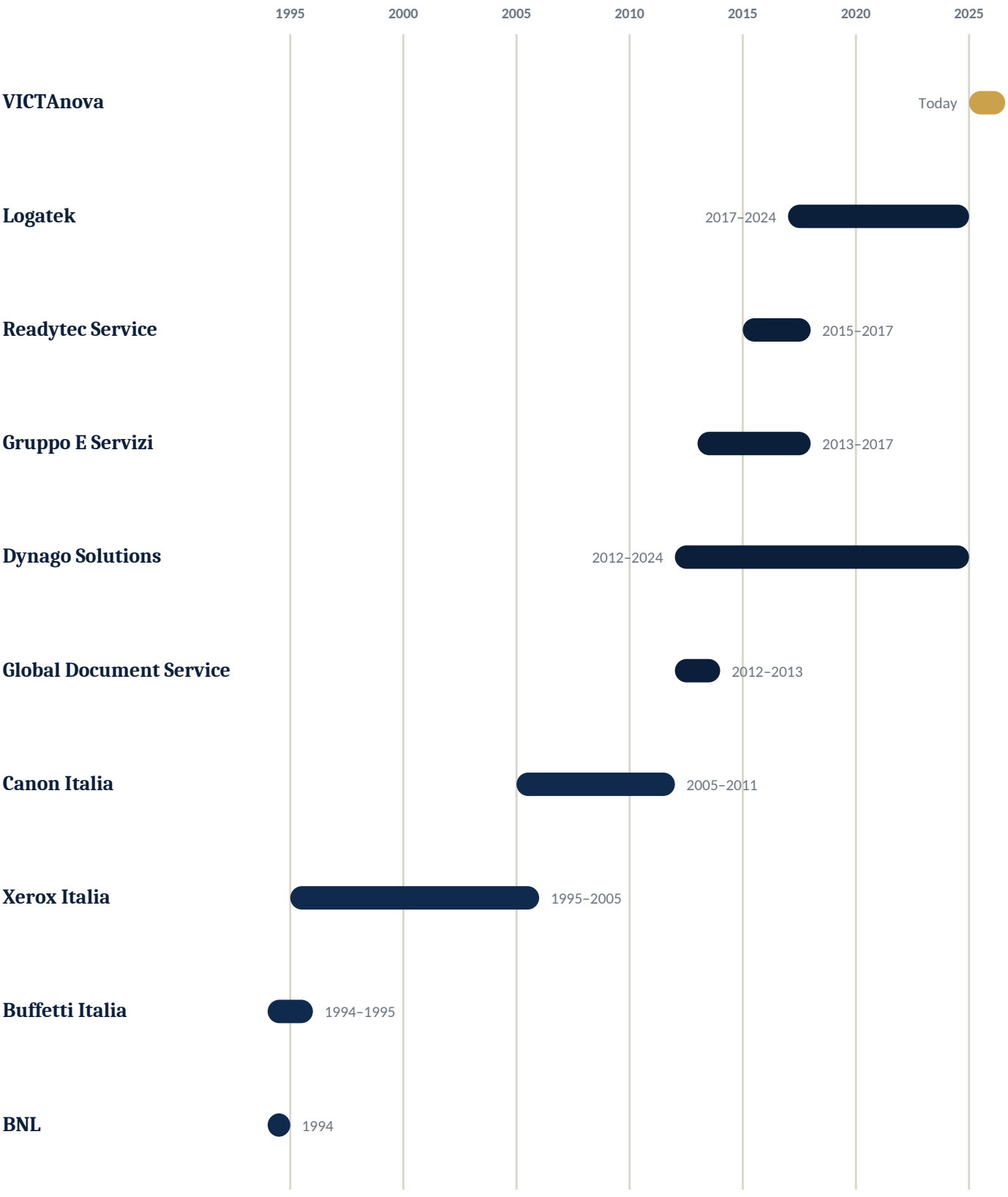
08 **Leadership**

09 **Go-to-market**

10 **Institutional relations**

03 · CAREER

Thirty years, one common thread.



04 · ROLES 2012–TODAY

Roles and responsibilities.

Today

VICTAnova

Senior Advisor

I work on executive advisory, business development, strategic relationships, innovation, internationalization, subsidized finance and public procurement.

2017–2024

Logatek

Owner

I led strategic and operational management in the professional printing, document management and ICT markets.

2015–2017

Readytec Service

Managing Director

I handled governance, commercial development and oversight of operating and financial performance.

2013–2017

Gruppo E Servizi

Co-Owner and Managing Director

I managed business development, financial planning, governance and operational coordination.

2012–2024

Dynago Solutions

Owner

I delivered consulting, digital transformation and technology solutions for businesses.

2012–2013

Global Document Service

Chairman of the Board

I oversaw governance, strategic direction and institutional representation.

05 · ROLES 1994–2011

The foundations: multinationals and channel.

2005–2011

Canon Italia

Director, Professional Print Italy

I held national responsibility for the Professional Print division: team, channel and key accounts.

1995–2005

Xerox Italia

Sales Manager

I managed the commercial side of document solutions and professional printing.

1994–1995

Buffetti Italia

Dealer Manager

I developed and coordinated the dealer network.

1994

BNL

Financial Officer

I worked on financial advisory, credit and risk analysis.

06 · CONTACT

Let’s talk about your project.



Tell me about your goal, context and timing: we will start with the right questions.

CONTACT

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Write or call me for an initial conversation.



Managerial experience.
Entrepreneurial vision.

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