



**Eng. Marco Politi**

**Vice President for Sales, DBA GROUP, Italy.**

Marco Politi graduated cum laude in Electronic Engineering and Telecommunications and has a 30+ years long experience in management roles in different companies.

Marco worked for 10 years in R&D departments of two major telecom equipment manufacturers (radio Links and mobile radio equipment) before joining a Venture Capital Fund specialized in investing in ICT and high tech startups. He is author or co-author in 14 IEEE technical papers and holds 4 technological patents.

After leading a 20MnEuro revenues VC Fund’s portfolio company active in outsourced Call Center Services to EBITDA positive, he joined as Head of Business Development Electro Power Systems a startup designing and producing Hydrogen Fuel Cell based backup power systems developing the market in Europe, USA, China, and South East Asia.

In 2012 he joined 47MnEuro revenues architecture, engineering and ports business software applications supplier DBA Group as Vice President for Sales and Business Development fostering its expansion into International Markets with special attention to the Balkan and Central Asia regions. Today DBA Group is listed on the Italian stock exchange and 73MnEuro revenues in 2019.

He has in particular been involved in ports related projects in processes definition/gap-analysis, process optimisation, processes digitization, capacity building and complete web based software solutions developments in ports like Bari, Trieste (Italy), Bar (Montenegro), Burgas (Bulgaria) and Baku (Azerbaijan).

Particularly in Azerbaijan since 2017 he has been involved in the project for Port of Baku where DBA supplied the complete Port Management System: an IT platform to manage and optimize all ports and logistic operations (Port Community System and Terminal Operating Systems).