

Michele Picozzi

Full Stack Solidity Developer with a passion for building Games.
Previously 7 years Executive in Microsoft (Japan, Italy, Ireland)



LINKEDIN



WEBSITE



GITHUB

Experience

Full Stack Web3 Developer · OP Games

December 2021 - Present | Remote

- Leading Full Stack, Smart-Contract and Games integration team
- Built gaming website, NFT marketplace, Avatar-Builder and website for NFT mint with Typescript, Node.js, React, Web3, Solidity, BabylonJS, Next.js
- Smart-Contract writing, auditing and integration for website, marketplace, mint, tournaments and games.

Co-founder and Full Stack Developer · CoworkSurf

September 2021 - April 2022 | Remote

- Built website from zero to production in less than 6 months with MERN stack
- Website generates around 20-50 booking per month, fully self running today, only actively managing bookings and partners, average booking 700-1000\$

Global Commercial Executive · Microsoft Japan

July 2017 - October 2021 | Tokyo

- Managing from Tokyo HQ the Downstream Global Account Team for Sony, Hitachi, Fujitsu, Canon, NTT, Panasonic, Toyota & Toshiba in EMEA and USA (top 100 Microsoft's customer by revenue)
- Portfolio of clients with a total revenue of 1.1B USD yearly for Microsoft, with a YoY growth between 10-20%. Traveling up to 60% of the time to meet customers, partners and team members.

Licensing Sales Specialist · Microsoft Italy

April 2016 - July 2017 | Milan

- Achieved a 100% renewal rate for the portfolio of clients, with a YoY growth of 130%.
- Winner of Microsoft's FY17 Top Performer Award for the highest growth in the EMEA team.

Finance Program Manager · Microsoft Ireland

June 2015 - April 2016 | Dublin

- PM role in the License and Compliance Finance team managing over 40 Audits EP&SMSP (56M\$) with EY and Deloitte over the regions of Belgium, Norway and Ireland (fastest turnover and highest ROI in EMEA).

KYC and Verification Manager · Bitfinex

March 2018 - August 2018 | Remote - Consulting

- Helped the company improving and streamline current KYC verification process internal tools, during a period of high customer sign up and deposit volume

Skills

Programming Languages

TypeScript, JavaScript, Solidity, C#, HTML, CSS

Libraries & Frameworks

React, Node.js, Next.js, Ethers, Hardhat, Foundry, Tailwind, Web3

Tools & Platforms

MongoDB, Firebase, Git, GitHub, Vercel, Three.js, Babylon.js, Unity

Languages

Italian · Native

English · Native

Japanese · (N3) Work / Conversational

Spanish · Conversational

Education

Bocconi University

Bachelor of Science in International Economics & Finance

Contacts

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Interests

Surfing, Snowboarding, Photography, Cryptography, UI/UX