Edoardo Terra

Contract Operations & Compliance · Process Automation · AI Adoption

Rome, Italy | edoardoterra.job@gmail.com | linkedin.com/in/edoardo-t-893473178 | edoardoterra.com | Open to roles across Europe

Operations and compliance professional who pairs commercial contract execution with hands-on automation. Authorized company signatory for Google Cloud Italy, with four years across technology, energy, banking and luxury and a quantitative finance background: two MSc degrees and a Lean Six Sigma Black Belt.

> **SIGNING AUTHORITY** Execute commercial agreements for **Google Cloud Italy** under delegated company signing authority.
> **AUTOMATION** **5 end-to-end projects** at Q8: 36 flows, 20 digital forms, 13 VBA macros and 2 Power BI dashboards.
> **PROCESS CHANGE** **5+ improvement initiatives** at Gruppo BCC Iccrea, including loan origination and JST reporting.
> **TRACK RECORD** Three fixed-term roles completed, **each with a recommendation letter**; 8 letters and references in total.

EXPERIENCE

Commercial Contract Operations & Compliance Coordinator · Google Cloud — Jul 2026 – Present

Finance Optimization Office · Rome, Italy

- **Authorized company signatory** for Google Cloud Italy: execute commercial agreements under delegated signing authority.
- Coordinate contract administration and execution with Sales, Legal, Finance and Compliance, including **quarterly closing**.
- Resolve escalations on policy interpretation, execution delays and non-standard signature requests.
- Support **AI-enabled compliance** knowledge management, workflow automation and AI-assisted compliance processes.

Business Operations & Process Automation Analyst · Q8, Kuwait Petroleum Italia — Sep 2025 – Jul 2026

Rome, Italy · Fixed-term contract, recommendation letter

- Delivered **5 end-to-end automation projects**: 36 flows, 20 digital forms, 13 VBA macros and 2 Power BI dashboards.
- Improved operational workflows with Power Automate, Power Apps and Copilot Studio, standardizing inputs and approvals.
- Managed SAP commercial and financial workflows (purchase orders, accruals, credit notes, reconciliations) across Northern Italy.

Business Process Improvement & Automation Analyst · Gruppo BCC Iccrea — Oct 2024 – Sep 2025

Rome, Italy · Fixed-term contract, recommendation letter

- Contributed to **5+ process improvement initiatives**, including loan origination; coordinated JST reporting automation.
- Mapped banking workflows, designed future-state processes and assessed operational risks and improvement opportunities.
- Built dashboards and KPI reporting; digitalized commercial credit checklists to strengthen process controls.

Finance Operations & Accounts Payable Analyst · Fendi (LVMH) — Dec 2022 – Dec 2023

Rome, Italy · Fixed-term contract, recommendation letter

- Processed **8,000+ invoices a year at over 98% accuracy**; contributed to a **25% reduction** in discrepancy resolution time.
- Reconciled France–Italy intercompany ERP transactions; handled PO matching, supplier reconciliations and month-end closing.

Accounting & Financial Operations Intern · Studio Commerciale Dr. Giovanni Lombardo — Apr 2022 – Dec 2022

- Prepared **50+ VAT and F24 filings**; supported SME accounting, bank reconciliations, due diligence and AML compliance checks.

EDUCATION

MSc in Financial Risk and Data Analysis, Sapienza University of Rome · **108/110** · Thesis: volatility in option pricing · Exchange: Goethe Frankfurt — 2023 – 2025

MSc in Finance, Luiss Guido Carli, Rome · **107/110** · Thesis: legal and financial analysis of high-frequency trading — 2021 – 2022

BSc in Economics and Management, Sapienza University of Rome · Exchange at Örebro Business School, Sweden — 2018 – 2021

Also: ARPM Quant Boot Camp, New York University (100%) · Winter School in International Finance, Audencia, Nantes (A-) — 2023

SKILLS

Contracts & compliance	Contract management and administration · Commercial agreements · Compliance · Risk management
Automation & AI	Power Automate · Power Apps · Copilot Studio · RPA · GenAI agents · Process automation
Data & BI	Python (pandas, NumPy, SciPy, scikit-learn) · SQL · VBA · Power BI · Power Query · Applied statistics
ERP & tools	SAP ECC · SAP S/4HANA · Esker · Smartsheet · Microsoft 365
Methods	Lean Six Sigma · BPM · Process mapping · Project management · Agile · KPI design
Languages	Italian (native) · English (C1, Cambridge CAE) · French (A1, DELF)

CERTIFICATIONS & ADDITIONAL

Certifications. Lean Six Sigma Black Belt · Google AI Professional Certificate · McKinsey Forward Program · PCAP Certified Associate Python Programmer · CFI BIDA and CMSA · Bloomberg Market Concepts · Oracle OCI 2025 AI Foundations Associate

Additional. Founder of HireWatch.eu, hiring-intelligence platform (2026) · Author of two finance books (Amazon, 2023–2024) · Top 30 of 600, Azimut Talent Challenge (2022)

References: 8 recommendation letters and written references available on request

Portfolio of 23 projects at edoardoterra.com