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Oggetto : Expert.ai Announces Fabio Santini as Senior VP of Sales for South Europe

Testo del comunicato

Vedi allegato



Expert.ai Announces Fabio Santini as Senior VP of Sales for South Europe

His appointment completes the organizational structure, presented with the new EidenAI Suite, to accelerate business growth and expansion goals

Modena, April 2, 2025

Expert.ai, a leader in implementing artificial intelligence enterprise solutions to create business value, today announced the appointment of **Fabio Santini** as **Senior VP of Sales for South Europe**. His role complements the new organizational structure announced with the recently introduced EidenAI Suite of solutions for vertical markets ([link to press release](#)). Working closely with **Chief Revenue Officer, Umberto Pardi**, he will help drive the company's growth strategy and consolidate expert.ai's position as an industry leader.

Santini's experience and strategic vision will be instrumental in accelerating the Group's path to success, particularly in strengthening the value proposition for customers. Santini will be responsible for leading and consolidating the sales force in **Italy** and **Spain**—two key markets for expert.ai—with a strategic and targeted focus on optimizing the capitalization of existing business opportunities, accelerating sales growth and identifying new areas for expansion in the most promising market segments. His leadership will help expand expert.ai's presence in these key markets and drive sustainable growth of the customer portfolio.

*"Fabio's appointment as Senior VP Sales for the strategic South Europe region is another key step in strengthening expert.ai's position as a leading partner for enterprise AI adoption," said **Umberto Pardi, Chief Revenue Officer, expert.ai**. "His experience, gained over more than 20 years at Microsoft in partner channel development and sales, will help us bring to market a solid vision with a twofold objective: to create a lasting and significant impact on overall results, supporting expert.ai's growth plans, and to provide maximum value for customers, ensuring shared and expanding success over the long term."*

Fabio Santini has a proven track record in the IT industry, where he combines **deep technical knowledge** with **solid strategic leadership skills**. With more than two decades at Microsoft, his career has taken him from .NET developer and evangelist to senior roles, including Director of Global Partner Solutions and Leader of the Developer Experience division. Over the course of his career, he has demonstrated a proven ability to generate relevant business results, both through direct sales and strategic management of the partner ecosystem, as well as by leading cloud transformation projects and consistently



driving artificial intelligence adoption. He is currently among the Directors of the OCP Program in Artificial Intelligence at the Graduate School of Management of the Politecnico di Milano. As CEO of Hevolus Innovation, he focused on democratizing extended reality by integrating AI solutions and cloud services. His deep expertise in AI, combined with a strategic business vision, makes him a point of reference for organizations navigating the challenges of innovation and digital growth.

*"I am excited and proud to join expert.ai as Senior Vice President of South Europe. For someone like me, who has always been passionate about technology and artificial intelligence, this opportunity represents a real chance to contribute to the growth of a company that has placed AI at the heart of its mission for more than 30 years," said **Fabio Santini**. "The next few years will be crucial, and we will see a radical transformation of every business process and human experience, which will become more inclusive and effective through the proper, informed and ethical use of AI. Harnessing the extraordinary potential offered by new LLMs, while maintaining the ability to control their behavior, will be the key to successful adoption. Expert.ai is perfectly positioned to be a key player in this revolution, and I am grateful for the trust placed in me. I will provide my experience gained over 20 years at Microsoft and my passion for technological innovation to support the growth of expert.ai and help our customers to concretely and responsibly value artificial intelligence."*

This press release is available on the Company's website www.expert.ai and on www.emarketstorage.com

About expert.ai

Expert.ai is a company specializing in the implementation of enterprise artificial intelligence solutions to create business value, listed on the Euronext Growth Milan market (EXAI:IM) and operating in Europe and North America. Through EidenAI Suite, expert.ai supports companies and public administrations in their AI adoption journeys by offering a suite of ready-to-use solutions tailored for vertical markets. With 30 years of pioneering experience in innovation and technological excellence, expert.ai has successfully implemented hundreds of projects, integrating the best technologies available on the market with its proprietary solutions. Its Hybrid AI approach (a neuro-symbolic AI based on natural language understanding and knowledge graphs, and machine learning/deep learning techniques - large language models, generative AI and agentic AI) is grounded in a vision of responsible, transparent and sustainable AI designed to serve people, address key challenges and achieve meaningful goals. Among expert.ai's customers, who are served directly and through partners, are AXA XL, Zurich Insurance Group, Generali, Sanofi, The Associated Press, Bloomberg INDG, Dow Jones, and other leading organizations. Dario Pardi, who brings decades of experience at major multinational companies in the ICT sector, is Chairman, Chief Executive Officer, and a key shareholder of expert.ai.

For more information: <https://www.expert.ai/>

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