

Matteo Versari

Solution Engineer · Pre-Sales · Technical Specialist

Bologna, Italy matteo.versari995@gmail.com [LinkedIn Page](#)

EDUCATION

Bachelor's Degree in Computer Engineering

University of Bologna
2014 – 2018

High School Diploma, Electronics & Telecommunications

ITIS G. Marconi, Forlì
2009 – 2014

SKILLS

Integration & Certification

- Third-party platform certification (Apple Wallet)
- Device and protocol integration
- Digital identity and credentials

Solution Engineering & Pre-Sales

- PoC design & delivery
- Technical discovery & demos
- Technical-commercial support

Engineering

- Docker, Kubernetes (basics)
- API integration
- Cloud fundamentals
- Java, SQL, Bash

LANGUAGES

Italian	Native
English	Fluent
Spanish	Beginner

PROFILE

Solution Engineer with a background in software development and system integration, now focused on pre-sales for enterprise access-control solutions. Part of the team behind the company's first live Apple Wallet access-credential project in Italy, supporting Apple's certification process through to production go-live. Today designs Proof of Concepts, runs technical discovery, and translates complex technical concepts into business value across the full sales cycle.

WORK EXPERIENCE

Zucchetti Axxess S.p.A.

2024 – Present

Pre-Sales / Solution Engineer

- Contributed to the company's first live Apple Wallet access-credential project in Italy, coordinating credential issuance and reader certification across a 6-month rollout (200+ integration tests)
- Ran technical pre-sales activities and discovery sessions for international enterprise customers
- Designed and delivered Proof of Concepts, product demos and technical presentations
- Supported customers as technical advisor throughout the sales cycle

Imola Informatica S.p.A.

2018 – 2024

IT Consultant / Software Engineer

- Delivered end-to-end software solutions in collaboration with customers and stakeholders
- Built and maintained CI/CD pipelines and container-based architectures
- Developed backend services and API integrations