

ANNA R. CAPICOTTO

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EXECUTIVE PROFILE

Highly accomplished, energetic, and versatile Executive with over 35 years of diversified experience spanning global financial sales, corporate audit, marketing, human resource management, community leadership, and educational sectors. Proven track record of driving multi-billion-dollar portfolio profitability, institutional cross-functional collaboration, and large-scale operational turnaround for top-tier financial firms, national school districts, and innovative social enterprises. Expert in regulatory compliance, risk mitigation, and strategic market expansion. Exceptional leader skilled at diagnosing operational gaps, executing high-impact solutions from inception to completion, and cultivating robust, 360-degree global stakeholder networks.

CORE COMPETENCIES

- **Financial & Operations Management:** P&L Responsibility, Budget Optimization, Asset Management (\$2B+ Portfolio).
- **Regulatory Compliance & Audit:** US Federal & NY State Banking Standards, Risk Mitigation, Fraud Containment.
- **Strategic Leadership:** Cross-functional Teambuilding, Multicultural Management, Executive Coaching, Change Management.
- **Business Development:** Market Penetration, B2B/B2C Sales Campaigns, Strategic MoUs, Client Relationship Management.
- **Process Excellence:** Six Sigma Green Belt Methodology, Project Development, System Integration.

PROFESSIONAL EXPERIENCE

BERTAGNI CONSULTING SRL | Anzio Rome and Remote, Italy

Strategic Development Manager (2026 – Present)

- Spearhead international corporate growth strategies, client acquisitions and organizational scaling.

CAMERA DI COMMERCIO (CZ-KR-VV) | Catanzaro, Calabria, Italy

Board Member – Vice President, Female Entrepreneurship Committee (March 2026 – Present)

- Appointed to represent and drive policy, strategic growth, and entrepreneurial resources for female-led enterprises across the provinces of Catanzaro, Crotona, and Vibo Valentia.

ACIPAL | Catanzaro and Lamezia Terme Calabria, Italy

English Language Instructor (Mother Tongue) (2025 – Present)

- Deliver specialized English language curriculum and advanced linguistic instruction tailored for professional and community integration.

LEGACOO CALABRIA E NAZIONALE | Catanzaro & National, Italy

National Delegate – Production & Services (2022 – Present)

- Serve as the lead national representative and strategic coordinator driving cooperative framework development, industry standards, and inter-organizational alliances within the Production and Services division.

LE CINQUE ICONE | Pentone and PreSila Catanzarese, Catanzaro, Italy

President & Founder (Community Cooperative Social Enterprise) (2022 – Present)

- Executive leadership delivered under two distinct institutional scenarios:
- **Social Ecosystems / Resident's Heartbeat and Traditional Services**
- Orchestrate regional economic and cultural revitalization across the 16 hilltop towns of the PreSila Catanzarese, leveraging the unique *Genius Loci* to drive authentic community transformation.
- Foster community-anchored ecosystems, building high-trust networks that align enterprise development with the direct needs and "heartbeat" of local residents.
- Establish multi-institutional *Protocolli d'Intesa* (MoUs) with leading medical, youth-care, and specialized disability organizations, clinical centers for youth, elderly, and disabled demographics to anchor a cohesive, participatory social framework.

- Direct the standard corporate governance, operational scaling, and service-delivery pipelines for the social enterprise cooperative across the regional footprint.
- Execute strict budget oversight, risk management protocols, and P&L monitoring to guarantee operational efficiency and service-level excellence.

DUCARELLI BRANDS PORTFOLIO | Pentone (CZ), Italy & Online

Founder, Creator, and Visionary (2018 – Present)

- **Ducarelli Leadership International (2018–Present):** Built an international practice specialized in executive coaching, corporate consulting, and personal transformation.
- **The Ducarelli Podcast (2020–Present):** Produce and host digital media content focusing on professional development and global networking.
- **Ducarelli Bed and Breakfast (2018–Present):** Envisioned and executed a boutique hospitality brand driving localized sustainable tourism.

WELLS FARGO BANK, NA | Des Moines, Iowa / Hudson Valley, NY

Financing Leader (2010 – 2015)

- Directed regional financing operations across the Hudson Valley Region, managing lending initiatives and asset portfolios extending nationwide across all 50 states.

NEWBURGH ENLARGED CITY SCHOOL DISTRICT | Orange County, New York **Substitute Teacher K-12 & Chapter Chairperson** (2008 – 2013)

- **Educational Leadership:** Administered comprehensive K-12 curricula across a large-scale school district. Piloted International Baccalaureate (IB) concepts at the elementary level, held long-term middle school assignments in Languages, STEM, and History, and specialized in Special Education environments.
- **Union Labor Negotiation:** Served as Chapter Chairperson for Substitute Teaching. Collaborated directly with Union Presidents, New York State Union of Teachers NYUT Legal Liaisons, and HR Legal teams to successfully negotiate new New York State employment teaching contracts.

KEY BANK, NA | Cleveland, Ohio / Hudson Valley, NY

Vice President & Regional Retail Leader (2006 – 2007)

- Commanded retail banking operations, sales execution, marketing, risk mitigation, and institutional relations for a massive 7-county district.
- Managed 32 physical financial centers and 3 matrixed branches with an aggregate staff of over 300 professionals.
- Held full P&L accountability for total assets under management exceeding \$2 Billion, with individual branch assets ranging up to \$150 Million.

WASHINGTON MUTUAL BANK | Seattle, Washington / Westchester, NY

Vice President, Financial Center Regional Manager (2004 – 2005)

- Spearheaded regional retail distribution, commercial sales, and operational optimization throughout the Westchester County market.

HSBC BANKING CORPORATION | London, England / Westchester, NY **Assistant Vice-President** (2003 – 2004)

- Drove business banking growth, consumer deposit acquisition, and cross-functional wealth management integration.

CITIBANK, N.A. | New York City, New York

Assistant Vice-President & Financial Analyst

(1989 – 2003)

- Directed daily sales, service, and audit compliance at the NYC Flagship Financial Center, managing \$1.5 Billion in assets and a team of 64 bankers, investment consultants, and service representatives serving 5,000 weekly clients.
- Advised and maintained premium corporate and personal financial portfolios for Fortune 50 executives and high-net-worth clients.

- Engineered an proprietary sales performance tracking system that dramatically optimized FTE allocation and reduced branch operating expenses.

EDUCATION & TRAINING

- **Master of Economics (Level II), Cooperative Enterprise: Economics, Law & Management** | Università di Roma Tre, Italy (2025 – 2026).
- **Bachelor of Business Administration (B.B.A.), International Management & Italian** | Pace University, Lubin School of Business, NY (1992).
- **Advanced Professional Certifications:**
 - Six Sigma Green Belt Certification (Finance & Service Delivery).
 - Executive Human Transformation & Coaching Programs | Mindvalley / Evercoach (2016 – Present).
 - Specialization in Nutrition & Home Energy Efficiency | Cornell University, NY (2008).
 - Computer Network Architecture Certification | Orange County Community College, NY (1998).
 - Technical Certifications (Unix, Java, Visual Basic, DOS) | EA Institute, NYC (1997).
 - Traditional Calabrian Weaving (*Tessitura Tradizionale Calabrese*) & Sericulture (*Gelsibachisericoltura*) ARSAC.
- **Historical Financial Credentials (USA):** NASD Series 6, 63, 7, 24 Licenses; NYS Life, Health & Accident Insurance License; Omega Consumer Credit & Mortgage Origination Certifications.

AWARDS & SELECTED ACCOMPLISHMENTS

- **White House Oval Office Recognition** (1993): Honored under the Clinton Administration for corporate innovation contributions.
- **Mondi Lucani Award:** Celebrated as an "Innovative Calabrian Female Entrepreneur" (*Imprenditrice Innovativa Calabrese*).
- **Culture Change Excellence:** Designed and deployed the "T.A.S.T.E." (Truth, Accountability, Satisfaction, Trust, Energy) change management model, driving double-digit client satisfaction gains at the NYC Flagship Financial Center.
- **Corporate Awards:** Best in Business Leasing (NE United States); NYB Above & Beyond Leadership Award (2-Time Winner); Citicorp Service Excellence Award (2-Time Winner); National Net New DDA & Cross-Sell Award; Small Business Lending Leadership Award.

PUBLICATIONS

- *"Refueling America's Competitive Edge"* – Awarded the 1992 Innovation in Business Education Prize by the Middle Atlantic Association of Colleges of Business Administration.

PROFESSIONAL AFFILIATIONS & LEADERSHIP

- **Chambers of Commerce:** Active board/committee roles across New York State, New York City, and Italy (CZ-KR-VV).
- **Agricultural & Regional Development:** Coldiretti (Member since 2024), Villaggio Sud Agrifest, Calabria Eco Festival.
- **Cultural & Philanthropic Boards:** Nuova Scuola Pitagorica, Order of the Sons and Daughters of Italy, AVIS (Blood Donors Association), Casa Calabria International, Viva Vitalità Italiana and Family Life Services (Former Board Member).

GLOBAL MARKET KNOWLEDGE & NETWORKS

Possesses an extensive, active network and robust market intelligence across the following territories:

- **United States:** Native-level command of New York State (NYC Boroughs, Westchester, Rockland, Orange, and capital regions); strong networks in Chicago (IL), San Antonio (TX), Napa Valley (CA), Seattle (WA), Cleveland (OH), Virginia, and the US Virgin Islands (St. Thomas/St. Croix).
- **Europe:** Deep working knowledge of London and all regions of Italy—with specialized, deeply rooted commercial and institutional networks in **Calabria**, Tuscany, Lombardy, Lazio, and Piedmont.