

GIULIO GAROFALO

Qualified Information Engineer (Italian state examination, Section A)

Technical training for vocational institutes, schools and companies

Software engineer with eleven years of production experience, a master's degree in Management Engineering (LM-31) and the Italian professional qualification of Information Engineer. I have designed and delivered courses since 2015: digital skills training for third-sector organisations and public bodies, programmes for people with disabilities, startup mentoring, and today two course catalogues for businesses. In-house I have grown junior developers through systematic code review at Accenture, Liferay, Octopus Energy, Facile.it and Sky. I teach with the tools and the problems I use in production every day, with my own versioned materials and written feedback on every submission.

Modules offered

Databases and SQL	40 h
Design a normalised relational schema and query it beyond the trivial case.	
Full-stack web development	80 h
Build and ship an application with a front-end, an API and persistence.	
Version control and teamwork with Git	24 h
Work in branches, resolve conflicts and handle a code review without panic.	
Systems, networks and containers	40 h
Understand network protocols and services, and deploy an application in containers.	
Data processing and ETL	32 h
Extract, clean and transform real data with pandas, and see where it breaks.	
Applied AI fundamentals and using assistants critically	30 h
Run a model over your own data with embeddings and RAG, know its limits, and check its answers.	
Project management and business organisation	40 h
Plan, estimate and account for a software project from requirement to release.	
Cybersecurity and GDPR for developers	24 h
Recognise common vulnerabilities and understand which obligations land on the code.	

In the classroom

- My own versioned materials: one repository per course, updated lesson by lesson, which students keep afterwards — not slides ageing in a shared drive.

- Exercises on real code, with the errors you actually meet outside the classroom, not examples built to succeed.
- Individual review: every submission gets written feedback, because correcting in front of the class only helps those who already understood.
- Available asynchronously between lessons, for those falling behind and those running ahead.
- The syllabus adapts to what the class and the client ask for: the initial plan is a hypothesis, not a contract with myself.
- Attention to accessibility and specific needs, from hands-on design and training work with disabled people.

Teaching experience

2015 – 2017	Designed and delivered digital skills courses Henable soc. coop. — with third-sector organisations and public administration
2015 – 2017	Training activities for people with disabilities Henable soc. coop. — designing accessible tools and learning paths
2015 – oggi	Mentoring and training consultancy for startups Henable soc. coop. and subsequent work
2015 – oggi	Public speaking at events and hackathons, some organised first-hand Third-sector events, startups and technical communities
2020 – oggi	Open-source projects and packages published to npm and PyPI, with documentation and user support Personal and GrowFlow Studio projects
in corso	SEO and GEO course catalogue for businesses GrowFlow Studio
in corso	Publicly fundable courses on AI, the AI Act, CRM and cybersecurity ShopBrain SRL, innovative startup
2017 – 2025	Technical documentation and explanation: manuals and guides for internal and external teams, presenting technical decisions to non-technical audiences Accenture, Liferay, Octopus Energy, Facile.it, Sky
2017 – 2025	Continuous in-house technical training: code review, onboarding and growing junior developers Accenture, Liferay, Octopus Energy, Facile.it, Sky

Skills

Programming and software development	Programmazione a oggetti e strutturata, Sviluppo di applicazioni web lato client, Programmazione lato server, Progettazione di interfacce e servizi di rete, Testing e debugging
Databases and data processing	Modellazione relazionale e SQL, Interrogazione e ottimizzazione, ETL e analisi dei dati, Rappresentazione e visualizzazione
Systems and networks	Ambienti Linux e riga di comando, Virtualizzazione e containerizzazione, Protocolli di rete e servizi, Cloud computing, Sicurezza informatica di base
Project management and business organisation	Ciclo di vita del software, Pianificazione, stima e controllo di progetto, Analisi dei processi aziendali, Versionamento e lavoro in team, Documentazione tecnica

Accessibility and inclusion

Standard di accessibilità WAI-ARIA e WCAG, Progettazione di strumenti digitali per persone con disabilità, Formazione rivolta a utenti con bisogni specifici

Experience

Nov 2025 — present
Milano, IT

Founder and consultant · technology consulting studio

GrowFlow Studio

Independent technical consulting: SEO and GEO, design systems, e-commerce, headless CMS and web development.

- OpenLegis, an independent project: an OSINT platform over Italian and European public data, built on a knowledge graph of the relationships between norms and on a set of connectors to official sources — Normattiva, the Chamber and Senate, EUR-Lex, the Constitutional Court, CKAN, Eurostat. The connectors are open source: RepublicMCP, published on npm, queries the Chamber and Senate SPARQL endpoints directly.

Python, Vue 3, Nuxt 4, Next.js, React 19, GraphQL, REST, MCP, Cloudflare, Strapi

Jan 2025 — present
San Severo (FG) /
Milano, IT

Founder & CTO

ShopBrain SRL (startup innovativa)

Six SaaS products in production, designed and built in-house: architecture, development, infrastructure and go-to-market.

TypeScript, Python, Go, FastAPI, Next.js, PostgreSQL, Redis, Docker, Stripe, LangGraph

Jun 2025 — Oct 2025
Germania (remoto)

Software Architect

Sky

Technical design and hand-off to delivery teams at an international media group, in a SAFe environment.

SAFe, Architecture Decision Records, Agile

Jul 2023 — Apr 2025
Milano, IT

Senior SEO Full-Stack Engineer

Facile.it

Led the SEO engineering team of a comparison platform serving millions of users, from concept to release.

TypeScript, Docker, Kubernetes, CI/CD, Jira, Figma, Playwright

Oct 2022 — Apr 2023
Milano, IT

Senior Front-End Lead

Octopus Energy

Led the Italian front-end of a European energy utility, in a team distributed across several countries.

- Coordinated the Italian technical team with colleagues across countries and cultures, translating between marketing requests and technical constraints.
- Managed workload and information flow across the organisation, using recurring retrospectives as the correction mechanism.

React, TypeScript, Apollo, GraphQL, Python, Django, Vercel, CircleCI

Jun 2020 — Aug 2022
Milano, IT

Full-Stack Web Developer

Liferay

Product development on an open-source enterprise platform (CE, SaaS and DXP), in an international team.

React, D3, Java, Maven, JSP, Tomcat, REST, Jest, React Testing Library

Mar 2019 — Dec 2019
Milano, IT

Full-Stack Cloud Developer

Deloitte

Designed and ran cloud architectures for large fashion and manufacturing companies.

AWS Lambda, CloudFormation, Node.js, Python, Redshift, Glue, Kafka, API Gateway

Jul 2017 — Mar 2019
Milano, IT

Full-Stack Developer

Accenture

E-commerce platforms for major fashion and eyewear brands, front-end and back-end.

AEM 6.3, SAP Hybris, Java, Sling, React, Redux, Node.js, Tealium, GTM

Jan 2015 — Apr 2017
Venezia, IT

Co-founder & Developer

Henable soc. coop.

Co-founded a social cooperative building digital services for disability: development, training, and work with third-sector organisations and public administration.

- Web development with WAI-ARIA accessibility standards applied in earnest, because the end users were people with disabilities.
- Designed and delivered training courses, including for people with disabilities, and mentored third-sector startups.
- Public speaking at events and hackathons, some organised first-hand; pitching and business planning to public bodies and funders.

WordPress, WooCommerce, Bootstrap, Stripe, WAI-ARIA, Illustrator, Photoshop

Education

2023 — 2025

Master's Degree in Management Engineering (LM-31) 90/110

Universitas Mercatorum, Milano, IT — EQF 7

The degree behind the engineering qualification and the management side of the practice.

2014 — 2015

First-level postgraduate Master in Digital Management

Università Ca' Foscari Venezia / H-Farm, Roncade (TV), IT — EQF 7

Startup management, business model canvas and planning, project management, public speaking, SEO and web analytics.

2011 — 2013

Bachelor's Degree in Economics and Business Management (L-18) 88/110

UNINT — Università degli Studi Internazionali di Roma, Roma, IT — EQF 6

Business management, process analysis and corporate information systems.

2016 — 2017

Bachelor in Computer Science — not completed

Università Ca' Foscari Venezia, Venezia, IT — EQF 6

Programming, mathematical and statistical foundations, data analysis.

Qualification

Licence to practise as an Information Engineer (Italian state examination)

Section A — information sector · September 2026 sitting

Registration with the professional order in progress.