MARIO GIORGIONE

CPA · Chartered Accountant · Statutory Auditor · MBA LSE

AI TAX TRANSFORMATION · INTERNATIONAL STRUCTURING · RWA TOKENIZATION

C-suite executive and transformation leader combining 15+ years of international tax expertise with hands-on AI platform development. Founder of **GLEX AI Ltd** — a direct disruptor to the Big Four — and pioneer of AI-powered tax advisory and Real World Asset tokenization. MBA (LSE) · Master Corporate Finance (Bocconi) · CPA (ICPAC Cyprus) · Dottore Commercialista & Revisore Legale (Italy).

LONDON · UK · US · EMEA · £200K+ MANDATES ONLY

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TAX TECH FOUNDER	DEEP TAX EXPERTISE	HYBRID PROFILE	TOP CREDENTIALS
GLEX AI · TaxGPT precursor · Black Seal RWA tokenization · AI-powered advisory since 2020	Pillar 2 · Transfer Pricing · DAC6/7 · FATCA · M&A; · IFRS · CFC/GILTI · APA · MAP	Big4-level consulting · In-house pharma · M&A; boutique · Law firm · SaaS founder	MBA LSE · MCF Bocconi · CPA Cyprus · Chartered Accountant · Statutory Auditor · C1 CAE

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PROFESSIONAL EXPERIENCE

GLEX AI LTD — London

May 2024 – Present

Senior International Tax & Corporate Finance Consultant / Founder — London, UK (Hybrid)

- Founded and built GLEX AI: SaaS platform generating AI-powered advisory reports — RISKX (risk scoring), TOR (tax optimisation), THELESCOPE (scenario analysis), Black Door (premium advisory).
- Direct competitor to the Big Four — disrupting traditional consulting with Claude API, Stripe payments, Power BI dashboards.
- Precursor and pioneer of TaxGPT-equivalent advisory tools; publishing on tax technology since 2020.
- Founder of Black Seal: RWA tokenization venture targeting real estate and renewable energy assets via Malta structure using Brickken white-label platform.
- Family Office advisor to HNWIs: international structuring, asset protection, cross-border tax efficiency, wealth management.

F2A SPA (now SD WORX) — Milan

Sep 2024 – Aug 2025

Corporate & International Tax Senior Manager — Milan, Italy

- Led team of 4 (including 2 chartered accountants); managed multinational client portfolio.
- International tax compliance: UK, EU, US VAT advisory; IFRS consolidation; M&A; due diligence support.
- Built Power Query ETL workflows on SAP extracts — reduced per-client processing from 6 hours to under 2 hours.
- Coordinated post-Brexit PVA (Postponed VAT Accounting) for UK entities with Italian operations.
- Left to relocate to London; company simultaneously being acquired by large payroll group creating internal uncertainty.

KEY CASE STORIES

◆ Samsung Hypotax — Italy to Germany Assignment Taxation

JURISDICTIONS	Italy · Germany · EU Assignment Rules
BACKGROUND	Files arrived from everywhere: payslips, tax returns, assignment contracts — all separate and unreconciled across 20 employees. The question for each person was: how many days in each country, where was tax due, and was the hypotax in the payslip applied correctly and to the right people.
ACTION	Built a reconciliation template in Power Query that normalised working periods by employee and calculated taxable income by jurisdiction automatically. What previously took 6 hours per employee was reduced to under 2 hours. Across 20 employees, that was several days of work saved.
RESULT	Zero errors on submission. The model became reusable — next client cycle: press refresh, clean output in seconds.

◆ 48-Hour Tax Due Diligence — Italian Company with UK Subsidiary

JURISDICTIONS	Italy · United Kingdom · Post-Brexit VAT
BACKGROUND	48-hour deadline to produce a full tax risk profile. Only PDFs available — no ERP access, no structured data, no time for conventional process.
ACTION	Designed a rapid pipeline: PDF → Excel conversion → Power Query data cleaning → structured GPT prompt (TP exposure, permanent establishment, VAT post-Brexit) → validation on Wolters Kluwer → formal memorandum delivered in under one working day.
RESULT	Partner adopted the structure as the firm-wide standard template for all future due diligence work. The methodology was replicated across subsequent mandates.

◆ DAC6 & DAC7 Full Compliance Framework — Industrial Multinational

JURISDICTIONS	Italy · Germany · Poland · Netherlands · EU Directive
BACKGROUND	Italian multinational with subsidiaries in Germany, Poland and Netherlands. DAC6 required mapping all cross-border arrangements for aggressive tax planning hallmarks. DAC7 triggered by new digital B2B distribution platform.
ACTION	Conducted comprehensive transaction mapping identifying 4 relevant hallmarks (C1, C2, D1, E2). Built DAC7 data collection model integrated with ERP. Coordinated with IT and DPO for GDPR compliance. Drafted XML annual report for transmission to Italian Revenue Agency.
RESULT	Zero reportable arrangements under DAC6. DAC7 platform validated as fully compliant. Created permanent annual monitoring policy integrating OECD CRS principles — adopted as firm standard.

LAWAL LEGAL & TAX — Milan

Jan 2024 – Sep 2024

Corporate & Tax Senior Associate — Milan, Italy

- Cross-border M&A; advisory between UK and Italy; international tax planning and pre-filing procedures.
- Managed own client portfolio; reported directly to main partner in pure legal environment.
- Built proprietary documentation system: structured folder architecture and PDF summaries per client.
- Research methodology: GPT first-filter → IPSOA/Wolters Kluwer validation → formal memorandum.

KEY CASE STORIES

◆ UK–Italy Cross-Border Merger Post-Brexit — DeVivo Ltd into DeVivo S.p.A.

JURISDICTIONS	United Kingdom · Italy · Post-Brexit
BACKGROUND	UK subsidiary (DeVivo Ltd) to be merged into Italian parent (DeVivo S.p.A.) post-Brexit. Before Brexit, this would have been governed by the EU Cross-Border Mergers Directive. After Brexit, no EU framework applied to UK entities — requiring a bespoke hybrid procedure compliant with both UK Companies Act 2006 and the Italian Civil Code simultaneously.
ACTION	Prepared merger plan and documentation under UK Companies Act ss.895–899 and Articles 2501-ter of the Italian Civil Code. Coordinated with Companies House for the pre-merger solvency certificate. Drafted and filed the merger deed in Italy under Legislative Decree 108/2008. Aligned IFRS and Italian GAAP accounting treatment. Collaborated with KPMG UK and Deloitte Italy on fiscal neutrality, UK exit tax exposure and loss carry-forward positions.
RESULT	Merger completed in full with recognition by both jurisdictions. UK entity closed without liquidation. Business continuity and all tax positions maintained in Italy. Annual compliance cost reduction: approximately €120,000. Transaction established as practical benchmark for future post-Brexit cross-border restructuring involving non-EU subsidiaries.

◆ FATCA Reporting — Dutch Multinational with U.S. Shareholders

JURISDICTIONS	Netherlands · United States · IRS
BACKGROUND	Dutch-based multinational with U.S. shareholders and bank accounts at Bank of America. Structure involved multiple subsidiaries and shareholding changes during the fiscal year, requiring updated due diligence under U.S. Treasury and IRS FATCA regulations.
ACTION	Liaised directly with Bank of America's FATCA compliance team. Verified entity classifications (Active/Passive NFFE) and GIIN registration. Collected and validated KYC/ownership documentation from shareholders and directors. Coordinated with lawyers in Netherlands and U.S. Filed annual FATCA report (Form 8966) by February deadline.
RESULT	Submission accepted without discrepancies by Bank of America and IRS portal. Group maintained exemption from 30% withholding on U.S.-sourced payments. Accuracy of shareholder registry improved. Future CRS and DAC6 reporting obligations streamlined.

ASTRAZENECA ITALIA SPA — Milan

Jan 2023 – Dec 2023

Finance Business Partner — Vaccines & Immunotherapy BU — Milan, Italy

- Reported directly to CFO; strategic liaison between Finance, Marketing, Market Access and Medical Affairs.
- Responsible for €65M budget across three key products: Synagis, Fluenz Tetra, Evusheld (→ AZD3152).
- Led full MTP (Medium-Term Plan) cycle: forecasting, variance analysis, scenario testing, budget revisions.
- Headcount rationalisation and resource reallocation — efficiency savings without compromising regional penetration.
- Selected to present BU strategy at national convention in Rome to executives and external healthcare leaders.

KEY CASE STORIES

◆ Outside-the-Scheme STAR — Lazio Paediatric Vaccine Sales Drop

JURISDICTIONS	Italy · AstraZeneca Vaccines BU
BACKGROUND	Unexpected sales decline in a paediatric vaccine in the Lazio region. The entire team assumed pricing pressure or a competitor move — the obvious analysis.
ACTION	Rejected the initial hypothesis. Analysed prescription distribution by hospital and individual physician rather than by standard market segmentation. Identified that one single doctor at Gemelli Hospital in Rome was responsible for a disproportionate share of all regional prescriptions — and discovered through sales rep conversations and industry contacts that he was retiring in six months. No spreadsheet, no dashboard, no market model would have surfaced this.
RESULT	Lazio forecasts adjusted before the annual plan submission. Resources reallocated proactively to other physicians. A major and embarrassing MTP surprise was avoided entirely. Lesson: data is necessary but never sufficient. The real skill is knowing when the numbers are lying by omission — and having the discipline to go and find what they are not saying.

ANDERSEN GLOBAL — Milan

Jun 2021 – Jan 2023

International Taxation Senior Associate — Milan, Italy

- Managed 3 juniors (including 1 trainee); reported directly to practice partner.
- Rigorous OECD-focused environment: TP, international structuring, cross-border tax, M&A.;
- Full TP cycle: functional and risk analysis (FAR), AIDA/TP Catalyst benchmarking, Master File + Local File.
- Tools: Profies (Italian equivalent of OneSource), Power Query on SAP extracts, IPSOA, Wolters Kluwer.

KEY CASE STORIES

◆ Transfer Pricing — Pharmaceutical Royalties Italy to Switzerland

JURISDICTIONS	Italy · Switzerland · OECD TP Guidelines
BACKGROUND	Italian pharmaceutical company paying royalties to a Swiss IP holding: approximately 15% of Italian revenues — €50M/year. The Italian tax authority challenged the rate as artificially inflated.
ACTION	Benchmarked comparable Italian pharmaceutical companies in AIDA database. Identified that royalty rates across the sector ranged from 12% to 18% of revenues. The client was at exactly 15% — the midpoint of the arm's length range. Prepared full technical documentation and presented to the authority.
RESULT	Authority closed the audit without any adjustments. Benchmark confirmed. Full penalty protection maintained.

◆ Pillar 2 / GloBE — Italian Manufacturing Group

JURISDICTIONS	Italy · Ireland · Netherlands · Poland · OECD BEPS 2.0
BACKGROUND	Italian manufacturing group with subsidiaries in Ireland, Netherlands and Poland. Everyone — internal team, previous advisors — assumed the main Pillar 2 exposure was the Dutch holding company (ETR approximately 8–10%).
ACTION	Built the complete GloBE computation from scratch across all three jurisdictions. Ran the transitional safe harbour tests systematically. Identified that the Dutch holding qualified for the OECD transitional safe harbour — a test nobody had run. The real top-up tax exposure was in Ireland, not the Netherlands.
RESULT	Prevented a significant and costly restructuring of the wrong entity. Estimated avoided costs: €400K+. Restructuring plan redirected to the correct jurisdiction. Core lesson: never accept the initial problem statement. Run the numbers first, every time.

◆ Bilateral Advance Pricing Agreement — Italy / Netherlands

JURISDICTIONS	Italy · Netherlands · OECD Competent Authority
BACKGROUND	Italian pharmaceutical group with major R&D; subsidiary in the Netherlands. Significant intercompany transactions on IP transfers, R&D; cost-sharing and royalties. Group decided to seek legal certainty via a bilateral APA under OECD Model Tax Convention Article 8.
ACTION	Conducted full FAR analysis. Prepared APA request file per Italian Revenue Agency guidelines (Provv. 42295/2021) including benchmarking studies. Proposed TNMM using the Dutch entity as tested party (limited-risk profile). Engaged directly with APA Office of Agenzia delle Entrate and Belastingdienst (Dutch Tax Authority) through multiple joint meetings.
RESULT	APA successfully concluded after 18 months of negotiation as a five-year bilateral agreement (2023–2027). Method and profitability range officially accepted by both tax authorities. Group obtained certainty and double-taxation protection on all R&D; and royalty intercompany flows for 5 years.

◆ Mutual Agreement Procedure — Italy / Poland

JURISDICTIONS	Italy · Poland · OECD BEPS Action 14
BACKGROUND	Italian manufacturing group with Polish distribution subsidiary. Polish tax authority challenged the TP on sale of semi-finished hydraulic components, asserting the Polish entity's margin was excessively low — creating double taxation risk as the Italian parent had already reported the same profit.
ACTION	Attempted friendly resolution with complete Local File + Master File and independent TNMM benchmarking study. Polish authority rejected the position and applied an unilateral profit split method. Filed formal MAP under Article 25 of the Italy–Poland DTT consistent with OECD BEPS Action 14. Coordinated communications between the Italian MEF and Polish Ministry of Finance through multiple rounds of negotiation and position papers.
RESULT	Agreement reached after 24 months. 60% of the original adjustment withdrawn. Remainder neutralised via bilateral credit mechanism. Polish authority recognised Italian documentation as consistent with OECD Guidelines — closed without litigation. Demonstrated the power of proactive competent authority cooperation.

◆ VAT Triangulation — US Supplier, Italian Intermediary, UK Customer

JURISDICTIONS	Italy · United Kingdom · United States · IFRS 15
BACKGROUND	US supplier. Italian intermediary. Final customer in the UK. Goods moving: USA → Genoa → London. Client wanted to book the sale in 2023. Goods arrived in London on 12 January 2024.
ACTION	Applied IFRS 15 revenue recognition analysis: Incoterm was DAP London — control passes at destination, meaning January 2024, not December 2023. Booking in 2023 would have violated IFRS and created a VAT problem since the goods had not left Italy. Structured correctly: Italian import VAT deductible by Italian entity; zero-rated export from Italy to UK; UK import VAT via reverse charge on the UK side.
RESULT	Zero VAT exposure. Revenue correctly recognised Q1 2024. Key principle established for client: Incoterms are fiscal triggers, not merely shipping instructions. They determine revenue recognition timing and VAT treatment simultaneously.

◆ Private Equity — €35M LBO with Reverse Merger

JURISDICTIONS	Italy · Private Equity · TUIR Art.172
BACKGROUND	€35M PE transaction structured through a NewCo acquisition vehicle. 60% equity + 40% hybrid debt (convertible bonds, mezzanine loan, PIK interests). Target: Italian company in hydraulic fittings sector (100+ employees). Post-acquisition reverse merger to integrate the acquisition debt into the operating company.
ACTION	Conducted financial and business due diligence over 5–7 year horizon. Prepared sensitivity analyses and valuation modelling (IRR, leverage ratio, DSCR). Drafted LOI, NDA, preliminary reports. Negotiated and reviewed final SPA including escrow clauses, R&W;, governance provisions. Post-LBO: structured reverse merger under Article 172 TUIR ensuring fiscal neutrality, tax-deductible interest, and unified governance.
RESULT	Transaction closed within schedule. No post-signing adjustments. Reverse merger completed with full tax neutrality. Merged entity positioned for 7-year exit at 6x EBITDA. Acquisition debt absorbed into operating company cash flows.

STUDIO SEBASTIANI TAX & LEGAL — Milan

Jan 2020 – May 2021

M&A; Manager / Corporate & Tax Senior Associate — Milan, Italy

- Most senior associate on both corporate and tax side; full M&A; cycle (due diligence → SPA).
- Private equity investment structuring; tax efficiency analysis.
- Tools: TeamSystem, Orbis, Cerved, data room platforms.

AFG STUDIO — Italy

2017 – 2020

Senior Manager / Tax Director — Italy

- Led tax, accounting and payroll teams. First leadership responsibility. SME client base.
- Buffetti all-in-one fiscal software. Solid technical and people-management foundations.

ACADEMIC BACKGROUND & QUALIFICATIONS

2026	PROFESSIONAL QUALIFICATION Certified Public Accountant (CPA) no. 7287	**ICPAC — Cyprus**
2025–26	MBA MBA Essential	**LSE London School of Economics**
Aug 2025	EXECUTIVE PROGRAM U.S. Taxation of International Transactions	**University of Illinois Urbana–Champaign**
Aug 2025	EXECUTIVE PROGRAM The UK Tax System	**Navkar Institute**
2021	MASTER Master in Corporate Finance	**SDA Bocconi — Milan**
2021	MASTER Master in International Taxation	**24ORE Business School**
2020	PROFESSIONAL QUALIFICATION Statutory Auditor no. 183081	**MEF — Ministry of Economy, Italy**
2019	PROFESSIONAL QUALIFICATION Chartered Accountant ODCEC BN no. 1016	**CNDCEC — Italy**
2016/17	POSTGRADUATE SPECIALIZATION Postgraduate Specialization for Chartered Accountant	**University of Naples Federico II**
2016	ADVANCED TRAINING Advanced Training in Corporate Insolvency Law	**University of Siena**
2015	1ST LEVEL MASTER First Level Master's in Advanced Economics Studies	**University of Benevento**
2015/16	MASTER'S DEGREE Business Administration Management — Thesis: Advanced Taxation	**University of Siena / Benevento**
2013/14	BACHELOR'S DEGREE Legal Studies — Thesis: Corporate Business Law	**University of Siena**

LANGUAGES

ITALIAN	Native Speaker	
ENGLISH	C1 Advanced — CAE Cambridge	Certificate no. 0066630

COMPLETED CERTIFICATIONS

Blockchain Revolution in Financial Services

Specialization — Blockchain applications in capital markets, DeFi, asset tokenization, digital identity and smart contracts.

INSEAD

IBM Cybersecurity Analyst Professional Certificate

Professional Certificate — Full cybersecurity analyst training covering threat intelligence, SIEM, network security, incident response. Prepares for CompTIA Security+ examination.

IBM / Coursera

Python and Statistics for Financial Analysis

Executive Program — Python programming applied to financial analysis: statistical modelling, regression analysis, portfolio optimisation and quantitative finance applications.

HKUST — Hong Kong University of Science and Technology

HOW I THINK · HOW I ACT

Modern management is not about intuition or brilliant ideas. It is about method, structure, and the ability to turn analysis into real, measurable change.

HYPOTHESES BEFORE OPINIONS	Every engagement starts from explicit, testable assumptions — not gut feeling. I identify what must be true for a hypothesis to hold, then design the analysis to prove or disprove it fast. A manager does not defend ideas. A manager tests hypotheses.
STRUCTURE ACCELERATES DECISIONS	Logical frameworks determine which data matters, who needs to be involved, and what the story is. Decision velocity comes from clarity of process — not from intuition. Without verification criteria, there is no strategy.
ANALYSIS WITHOUT ADOPTION HAS ZERO VALUE	A brilliant idea that an organisation does not implement is worth nothing. I build stakeholder buy-in, communicate with precision, and focus only on what drives decisions. Strategy equals idea plus adoption. Never idea alone.
DATA IS NECESSARY, NOT SUFFICIENT	The real skill is knowing when the data is not telling you the whole story — and having the curiosity to go and find it. Sniffing the atmosphere. Perceiving what is not said. Anticipating the problem before it surfaces on a spreadsheet.
PEOPLE AT THE CENTRE	Developing the team, involving the client in co-creating the solution, and maintaining honest self-development are not soft skills. They are a measurable competitive advantage. Real transformation happens only when clients and stakeholders are actively involved — not merely informed.
TECHNOLOGY AS A LEVER, NOT A SUBSTITUTE	In twelve months these tools will be operated by voice command. The differentiator will not be knowing which button to press. It will be understanding the output, reading the client, and anticipating the problem before it arrives. That atmospheric intelligence — built from data, experience, ethics and perception — cannot be automated.

STAR METHOD — SIGNATURE BUSINESS CASES

◆ Pillar 2 · GloBE — Italian Manufacturing Group

SIT.	Italian manufacturing group. Subsidiaries in Ireland, Netherlands and Poland. Internal team and previous advisors all assumed the main Pillar 2 exposure was the Dutch holding company — ETR approximately 8–10%. A costly restructuring of the Dutch entity was being planned.
TASK	Build the complete GloBE computation across all three jurisdictions before any restructuring decision. Identify the true top-up tax exposure.
ACT.	Built full GloBE model from scratch. Ran systematic OECD transitional safe harbour tests. Discovered the Dutch holding qualified for the transitional safe harbour — a test nobody had thought to run. Real exposure was in Ireland, not the Netherlands.
RES.	Prevented restructuring of the wrong entity. Avoided costs estimated at €400K+. Restructuring plan redirected. Core lesson applied: never accept the initial problem statement. Run the numbers first, every time.

◆ Outside the Scheme — AstraZeneca Lazio Sales Drop

SIT.	Unexpected sales drop in a paediatric vaccine, Lazio region, AstraZeneca Italy. The entire finance and commercial team assumed pricing pressure or a competitor move. Standard playbook: benchmark prices, look at tender results.
TASK	Identify the actual root cause of the decline and adjust the MTP (Medium-Term Plan) forecast before year-end submission.

ACT.	Rejected the standard hypothesis. Analysed prescription data at physician level — not at market level. One doctor at Gemelli Hospital was responsible for a disproportionate share of Lazio prescriptions. Industry contacts confirmed: he was retiring in six months. No spreadsheet, no BI dashboard, no market model would have surfaced this.
RES.	Forecast corrected before MTP submission. Resources reallocated proactively. A significant and embarrassing plan miss avoided entirely. Lesson: data without field intelligence is incomplete. The best analysis combines numbers with what people in the room are not saying.

◆ 48-Hour Tax Due Diligence — F2A

SIT.	Italian company with UK subsidiary. 48-hour deadline to produce a complete tax risk profile. Only PDFs available. No ERP access, no structured data, no conventional timeline.
TASK	Deliver a professional tax risk memorandum covering TP exposure, permanent establishment risk and post-Brexit VAT — in under one working day.
ACT.	Designed rapid pipeline: PDF → Excel → Power Query data cleaning → structured GPT prompt targeting specific risk categories → Wolters Kluwer validation of all technical positions → formal memorandum. Total elapsed time: under 8 working hours.
RES.	Memorandum delivered on time. Partner adopted the pipeline structure as firm-wide standard for all future due diligence mandates. Methodology replicated across subsequent work.

THE INTELLIGENT MANAGER OF THE FUTURE

Intelligence is not defined by technical brilliance alone. AI has already replaced the most technically demanding profession — software programming — proving that pure technical skill is a commodity. The truly intelligent manager of the future sits at the crossroads between technical acuity and human empathy: someone who can deduce what is not said, sense the atmosphere — macroeconomic, geopolitical, interpersonal — and anticipate problems before they arise. Not like a magician. But because of experience, data, ethical principles, and the perception of other people refined over years. That atmosphere is pure intelligence. That is the future a human being in flesh and blood can ride.

STRATEGIC MANAGEMENT PHILOSOPHY

STRATEGIC MYOPIA IS THE REAL RISK	Organisations fixated on short-term competitive pressure neglect the intangible assets that are the only source of durable competitive advantage: long-term culture, strategic vision, unique positioning. Restoring strategic order to an organisation that passively absorbs external forces is one of the defining challenges of modern leadership.
STRATEGY REQUIRES COHERENCE AND DISCIPLINE	A brilliant strategic direction abandoned at the first profitable short-term detour destroys brand reputation and prevents the development of unique capabilities — damage that is rarely reversible without costly communication investments. Leaders must decide clearly not just what the company will do, but what it will deliberately not do.
COMPETITIVE ADVANTAGE COMES FROM ALIGNMENT	Following Porter: competitive advantages can emerge only from the alignment between strategy and operational activities. Everything outside that alignment is a false chimera. Organisational learning must be paired with control. Managers must identify discontinuities in both internal and external environments — and judge whether non-adoption of a change constitutes a significant future threat.
MANAGING CHANGE MEANS CREATING THE RIGHT CLIMATE	Complex organisations that want to grow must create flexible structures, reduce command-chain bottlenecks, hire creative people, define bottom-up strategies, and observe the emergence of change — positive and negative. Some emerging strategies must be extirpated immediately. Others require time. As Kierkegaard observed: life is lived forwards but understood backwards. The best strategic revolutions require looking at the past to understand the future.
THE PARADOX I EMBRACE	I am being asked to build systems that will eventually make my own position redundant — and I will do it well, on purpose. Because I am comfortable with that paradox. The question for any organisation is: is this genuine strategic transformation, or cost-cutting dressed in better language? I ask that question of every mandate I take.

CERTIFICATIONS IN PROGRESS (2025–2026)

AI Act T-Pro	AI Act Compliance Professional	AI Act Institute
CySEC AML	Anti-Money Laundering Certification	Cyprus Securities & Exchange Commission
CySEC Advanced	Advanced Examination	Cyprus Securities & Exchange Commission
Georgia VASP	Virtual Asset Service Provider Registration	National Bank of Georgia
CAMS	Certified Anti-Money Laundering Specialist	ACAMS
CFA — ESG	ESG Investing Certificate	CFA Institute
CFA Private Markets	Certificate in Private Markets	CFA Institute
CFA Advanced PE	Advanced Certificate in Private Equity	CFA Institute

MEDIA & RECOGNITION · CALL TO ACTION

Interviewed multiple times by **Libero Quotidiano** and **Storytime Radio** as a recognised professional and entrepreneurial thinker in international tax, AI-driven advisory and asset tokenization. Established thought leader in tax technology since 2020. Founder of GLEX AI — direct disruptor to the Big Four — and creator of **Black Seal**, one of Europe's first RWA tokenization ventures on real estate and renewable energy.

OPEN TO

- C-Suite / C-Level advisory mandates — CFO, CPO, Tax Director, Head of Tax Technology
- AI Tax Transformation projects — UK, US, EMEA
- HNWI Family Office — international structuring, asset protection, tokenization
- Strategic consulting partnerships and investor relationships
- Speaking engagements on tax technology, AI transformation and RWA tokenization
- Collaboration threshold: £200,000+ only

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