

PROFILE	<ul style="list-style-type: none"> • Manager with a proven and successful experience in the innovation and digital transformation industry • Computer Science Engineer as background, 5+ years of experience in developing software in international projects, 12+ years of experience as co-founder and executive key person in tech startups, 10 years of experience as venture capitalist • Speaker at events and conferences, startup advisor, angel investor, mentor to a number of international acceleration programs, helped big corporates as well as SMBs to understand startups, embrace innovation and take a step further on the digital transformation path
KEY EXPERTISE	<ul style="list-style-type: none"> • Operation and international experience. 15 years experience in managing international teams and operations. Launched operations, found partners and closed deals in Western and Eastern Europe, USA, Brazil, Asia Pacific. Speaker at events and conferences. • Entrepreneurship. Founders of 2 tech startups. Marketing, business planning, budgeting, recruiting, operations, business development • Venture Capital. Ability to identify potential in early stage digital startups and support them in their development. In charge of managing an international acceleration program with a success rate exceeding 80%. Advisor, board member and board observer • Team leadership. Leadership of teams of 200+ people. Ability to identify people's potential and build up real and effective teams. Fair and open
TODAY	<p>On Sabbatical, low intensity activities.....2021</p> <ul style="list-style-type: none"> • Mentor at Startupbootcamp, Founder's Institute, Endeavor, LVenture Group • Invited speaker at events • Lecturer at several universities and master programs
PREVIOUS EXPERIENCES	<p>Gruppo DigiTouch <i>Public company operating as a digital marketing consulting firm, \$40M revenue</i> Chief Operating Officer.....Milan, 2020</p> <ul style="list-style-type: none"> • Coordinating Sales, Marketing, technical units and subsidiaries operational activities • Ensuring the alignment between operational activities and the group vision and strategic goals • Nurturing a strong market centric company culture focused on providing customers with tangible results from day one, by acquiring and retaining talents, anticipating trends, understanding innovation and technology <hr/> <p>LVenture Group <i>Public company operating in the field of Venture Capital</i> LUISS EnLabs Managing Director.....Rome, 2013 - 2019</p> <ul style="list-style-type: none"> • Supervision of all the activities carried out by LVenture Group under the LUISS EnLabs brand, namely: Acceleration Programs and Open Innovation Programs • Represent LVenture Group at any level • Member of the LVenture Group Steering and Investment Committee <hr/> <p>InnovAction Lab <i>NGO operating in the education field (startup program for university students)</i> co-Founder and President.....Rome, 2010 - 2015</p> <ul style="list-style-type: none"> • Creating the organization concept and strategy • Finding companies, investors and institutions to partner with • Managing the operations including giving seminars to students <hr/> <p>ERIS4 <i>Software vendor (Real-time billing & promotion system)</i> co-Founder and CEO.....Rome, 2002 - 2010</p> <ul style="list-style-type: none"> • Defined the company business concept and developed the related Business Plan • Managed international marketing, business development, fund raising and finance • Found partners and closed deals in Europe, Asia, USA, South America • Sold the company (no relevant return for investors)

SMARTEN Software

Software vendor (Customer Care and Billing)

co-Founder, several roles.....Rome, 1998 – 2002

- Led the international marketing, technical development and customer support of Smarten flagship product
- Key person for several strategic customers (tier-1 telco operators)
- Speaker at industry events and involved in several international billing organizations
- Sold the company ensuring a 60x RoI to investors

Consultancy & Projects Group

Software house (system integrator)

Business Unit Director.....Rome, 1997 – 1998

- Managed the Business Unit operations
- Business analysis and key customers management
- Results: revenue + 25%, contribution margin +45%

DATAMAT (HEPICS Consortium)

Naval combat system development

Work Package Manager.....Frimley (UK), 1996 – 1997

- Technical analysis of highly complex real-time software systems in a very formal environment
- Led an international team of 10 people
- Results: the deliverables were designated as the model to follow for the entire Consortium

Dataspazio

Satellite ground segment development

Project Manager.....Rome, 1992 – 1996

- Analysis and development of real-time software
- Managed teams of 3/4 people

Minor experiences

System integrators & Coding Schools

Software developer and coding teacher.....Rome, 1990 – 1992

EDUCATION, LANGUAGES

- Laurea degree (M.Sc.) in Electronic Engineering from Università "La Sapienza" in Rome. Final mark: 110/110
- Languages: Italian (mother tongue) and English (fluent)

OTHER

- **Kauffman FASTtrac** certified trainer
 - Certified wine taster
 - Hobbies: family and friends, hiking, moral philosophy, history, food & wine, football
 - References available on request (some available on [LinkedIn](#))
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