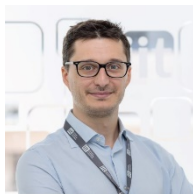


## PERSONAL INFORMATION

Emilio Alacevich



Sex M | *Date of birth* 06/04/1988 | *Nationality* Italian

## WORK EXPERIENCE

(2017 - present)

### **Research Administrative Technology Transfer Directorate, Specialist in Innovation and Hi-Tech. Entrepreneurship**

Fondazione Istituto Italiano di Tecnologia ("IIT"), Genova, [www.iit.it](http://www.iit.it)

- Provide support in identifying and negotiating deals with corporations, institutional investors, VCs, Bas, strategic startups and spin-offs;
- Fostering innovative concepts, the goal is to encourage out-of-the-box thinking and provide support to individuals with promising innovative ideas.
- Nurturing startup projects and startups, providing comprehensive support to startup ventures originating from IIT. This involves offering mentorship, resources, networking opportunities, and potentially even financial backing to help these startups establish themselves and flourish.
- Identifying marketable technologies, identify and evaluate technologies developed within IIT.
- Review of Business Plans, economics advisory to IIT startups and spin-offs;
- Cultivating partnerships, organizing events that bring together startups, investors, and industry partners.
- Licensing contracts: taking care of economics and financial issues;
- Education: plans and organize activities of training and coaching for researchers.

Business or sector: R&D, Technology Transfer, Innovation and Hi-Tech. Entrepreneurship

(2015 - 2016)

### **R&D and GI Analyst**

STS Deloitte Italia, Genoa and Milan

- Consulting activities on national, European and International Government incentives for corporate customers.
- Startup analysis and SMEs

Business or sector: R&D, Consulting, Finance

## EDUCATION AND TRAINING

(April 2016 – July 2016)

### **Executive Master in Equity Management - Alternative Finance Manager**

Sida Group S.r.l. - Ancona (An) Italy

(2013 – 2015)

### **Master's degree in Management**

University of Genoa, Italy

### **Bachelor's degree in Business Administration**

University of Genoa, Italy

## PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	Understanding				Speaking				Writing	
	Listening		Reading		Spoken Interaction		Spoken Production			
<b>English</b>	C1	Proficient	C1	Proficient	C1	Proficient	C1	Proficient	C1	Proficient
<b>Spanish</b>	B2	Independent	B2	Independent	B2	Independent	B1	Independent	B1	Independent

Job-related skills

- Elaborate and review business plans;
- Business planning, strategy and administration;
- Business Modelling (Lean Canvas method);
- Expertise in corporate governance, investment contract, shareholder agreement;
- IP Strategy/Patenting;
- Networking with industries, VCs and BAs. Develop and promote relations with business partners, taking care of economics and financial issues related to the technology transfer process;
- MS Office (Advanced).

Technology Transfer skills

Since 2017, at the Technology Transfer Directorate of IIT, specifically in the Startup and Entrepreneurship division, I have been developing economic and financial analyses related to IIT technologies to enhance innovation and development processes. My responsibilities include supporting the creation of business plans, developing industrial alliances, designing internal and external training programs on entrepreneurship, and assisting in identifying and negotiating agreements with companies, institutional investors, venture capitalists, and business angels. This work has resulted in the launch of 34 new startups to date, with a pipeline of over 50 startup projects.

Higher Education &amp; Training skills

Executive Master in Equity Management on Alternative finance.

Project Management skills

Specialist in Innovation and Hi-Tech. Entrepreneurship.

I worked as R&D Analyst providing support to small, medium and large enterprises as well as startups in writing business plans to get funds and carry on their development projects. In IIT, I support identifying and negotiating deals with corporations, institutional investors, VCs, and BAs for competitive industrial research and strategic spin-offs.

Other skills

- Leadership skills recognised (responsible for a group of people);
- Proven execution, problem solving and project management skills in multitasking and time pressure environment;
- Organizational and managing skills. Ability to plan various activities in the achievement of objectives (experiences in fundraising and negotiating deals with corporates, institutional investors and VCs, acceleration and incubation projects and in the creation of event like conference and workshop).

## ADDITIONAL INFORMATION

Projects

- Panelist at National Geographic Event on April 2020;
- Jury Member of SmartCup Liguria.
- Member of "Comitato Gestione Informativo" RoboIT

Collaborations

- Workshop on High-Tech Entrepreneurship ("HTE"), in collaboration with University of Genoa, Department of Economics (Unige – DIEC) and Université Côte d'Azur (UCA), a 2-months program
- B4I – Bocconi For Innovation, pre-acceleration program, in collaboration with Bocconi University, a 3-month training program designed for aspiring entrepreneurs who are working on an early stage business idea. It aims at helping them develop an MVP (minimum viable product) and validate their business.

Genova, 31<sup>th</sup> January 2024
