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# Shiva Loccisano, PhD

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I was born in 1981, in the small town of Susa, about 60 Km away from the city of Turin. Turin is the largest and most important city of the Piedmont region, located in the north-west part of Italy.

I have always been curious and interested in sciences and am always trying to understand how things work and why things work. I love meeting new people and I also really enjoy working with them. I consider myself a sociable person. I am determined in my ideas but I am also ready to admit my mistakes.

Soon after I received a **MS in Industrial Biotechnology in 2005**, I had some experiences in the sales field in different business context, both with an International Company as Johnson & Johnson and with an Italian SME leader in the food supplements business. I grew my skills in the area of sales, application trainings and forecasting, in the medical devices market in the former and, as a client manager, have been involved in accounting (management of a portfolio of customers, contracts, discount and promotions negotiation, problem solving) and prospecting activities (research and contact of new potential customers), in the latter. Both have been great experiences as I learned the **fundamentals of marketing, communication and sales techniques**.

In 2007, I stepped back to the University where, after a brief period of lab activity in the field of bio-materials, I finally got involved in the Knowledge and Technology Transfer field, starting with the setting up of the ILO Piemonte office. ILO Piemonte was the shared Industrial Liaison Office of the major universities in the Piedmont Region (Politecnico di Torino, Università degli Studi di Torino e Università del Piemonte Orientale).

In 2011 I have awarded a PhD in Business and Management with a specialization in Entrepreneurial Culture ("Cultura e Impresa").

Meanwhile, in 2009 and then again this last June 2012 I also became father of two beautiful babies and got involved in another (though very different) challenge, as tough as it is enjoyable.

Recently I got a new exciting responsibility becoming the head of the Research Contract and Technology Transfer office at the Politecnico di Torino where, between the other many activities, I started an experimental project aimed to strengthen the marketing capacities of the University and its innovative proposition toward businesses, namely the Innovation Front End – IFE.

I feel exciting to work in the KTT field, since it led me - and continuously lead - to improve my personal technical background with strong and complementary legal, economic and communicational competences.

I have so far accumulated important **expertise in research agreement negotiation, technology scouting, disclosure of inventions, patent application and patent management strategies, market analysis and business planning** and strongly hope this will guide myself into many other stimulating job experiences.

Shiva Loccisano



## Europass Curriculum Vitae



### Personal information

First name / Surname

**Shiva Loccisano**

Address

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E-mail

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Nationality

Italian

Date of birth

17/ 08/1981

Gender

Male

### Occupational field

**Technology scouting**

**Knowledge and Technology Transfer**

**Marketing of research results**

**Business planning and Intellectual Property management**

## Work experience

Dates	12/2011 to date
Occupation or position held	Knowledge and technology transfer manager
Main activities and responsibilities	Technological scouting, IP management and valuation, support to researchers for internal procedures and information, contracts dealing and negotiation, set up of meetings and seminars
Name and address of employer	Polytechnic of Turin; C.so Duca degli Abruzzi 24, 10129 Torino, Italy
Type of business or sector	Public University
Dates	1/2009 to 12/2011
Occupation or position held	Consultant for business planning and Technology Scouting
Main activities and responsibilities	Technology scouting, market analysis, industry analysis, business planning
Name and address of employer	I3P – Incubatore di Imprese Innovative del Politecnico di Torino
Type of business or sector	High-tech start-ups incubator
Dates	6/2009 to 12/2011
Occupation or position held	Knowledge and technology transfer officer
Main activities and responsibilities	Technological scouting, IP management and valuation, support to researchers for internal procedures and information, contracts dealing and negotiation, set up of meetings and seminars
Name and address of employer	Polytechnic of Turin; C.so Duca degli Abruzzi 24, 10129 Torino, Italy
Type of business or sector	Public University
Dates	5/2007 to 6/2009
Occupation or position held	Knowledge and technology transfer officer
Main activities and responsibilities	Technological scouting, IP management and valuation, support to researchers for internal procedures and information, contracts dealing and negotiation, set up of meetings and seminars
Name and address of employer	University of Turin; Via Po, Torino, Italy
Type of business or sector	Public University
Dates	11/2006 to 5/2007
Occupation or position held	Client manager
Main activities and responsibilities	- Accounting: dealers' supervision, contracts negotiation, settlement of promotional activities, problem solving - Prospecting: research and contact of new potential customers
Name and address of employer	Equilibra s.r.l.; Via Pisacane 23, 10042 Nichelino (TO), Italy
Type of business or sector	Italian leader food supplement retailer
Dates	12/2005 to 11/2006
Occupation or position held	Product specialist
Main activities and responsibilities	Sales promotion, application trainings, sales forecasting, management of sales agents. Responsible for the north-west part of Italy and Sardinia
Name and address of employer	Johnson & Johnson Medical Italia s.p.a. Breast Care Division. Via del Mare 40, Pomezia (Roma), Italy
Type of business or sector	Bio-Medical devices, worldwide multinational

## Education

Dates	01/2008 to 01/2011
Title of qualification awarded	Philosophical Doctorate in Economics with focus on Entrepreneurial Culture
Principal subjects/occupational skills covered	Knowledge and Technology Transfer between University and Industry: business models and strategies Thesis title: "Toward the definition of a new Technology Transfer model for Italian Universities: from the IPR management to the Marketing of Research Results. Comparing experiences."
Name and type of organisation providing education and training	University of Turin
Dates	09/2003 to 07/2005
Title of qualification awarded	Master of Science in Industrial Biotechnology, with grade Summa Cum Laude
Principal subjects/occupational skills covered	Specialized: Enzymology, Molecular biology, Biochemistry, Genomics, Proteomics Base: Chemistry, Physics, Statistics, Biology Thesis title: "Lactic Acid Bacteria: analysis of produced amines and involved enzymes"
Name and type of organisation providing education and training	University of Turin
Dates	09/2000 to 09/2000
Title of qualification awarded	Bachelor Degree in Biotechnology
Principal subjects/occupational skills covered	Base: Mathematics, Chemistry, Physics, Biology, Biochemistry, Genomics, Proteomics Thesis title: "DNA Microarrays for the study of complex gene expression profiles"
Name and type of organisation providing education and training	University of Turin

## Training

Dates	15/03/2011 duration: 5 days
Title of qualification awarded	Europroject Manager (Master Executive – European Project Management)
Principal subjects/occupational skills covered	European projects funding schemes, Project Life Cycle management, project application management
Name and type of organisation providing education and training	Eurogiovani ( <a href="http://www.eurogiovani.it/eurogiovani_centro_studi_europei.asp">http://www.eurogiovani.it/eurogiovani_centro_studi_europei.asp</a> )
Dates	07/09/2010 duration: 4 days
Title of qualification awarded	Summer School – Advanced course
Principal subjects/occupational skills covered	The TTO Manager: which profession, role, career opportunity and organizational model? International technology transfer workshop “Organizational models of Technology Transfer Offices and the technology transfer manager profession”
Name and type of organisation providing education and training	NetVal, Network of Italian KTO for the valorisation and exploitation of research results
Dates	01/07/2010 duration: 6 days
Title of qualification awarded	ESOF 2010: National Summer School – Research and Society: analysing the effectiveness in scientific communication of a big event
Principal subjects/occupational skills covered	Methods and evaluation strategies of the effectiveness in scientific communication
Name and type of organisation providing education and training	Agorà Scienza – Centro Interuniversitario – Turin , Italy
Dates	10/2009 - 12/2009 duration: 10 weeks
Title of qualification awarded	Certified Transnational Technology Transfer Manager (internship)
Principal subjects/occupational skills covered	Strategies of Intellectual Property Management, Start-up creation and Fund Raising, Project Management and Negotiation techniques
Name and type of organisation providing education and training	ISIS Innovation limited (the Technology Transfer Company of the University of Oxford)
Dates	09/2009 - 12/2009 duration: 4 days
Title of qualification awarded	Summer School – Advanced course
Principal subjects/occupational skills covered	The valorisation of research public institutions’ patents trough licensing
Name and type of organisation providing education and training	NetVal, Network of Italian KTO for the valorisation and exploitation of research results
Dates	06/2009 duration: 10 days
Title of qualification awarded	Certified Transnational Technology Transfer Manager
Principal subjects/occupational skills covered	Strategies of Intellectual Property Management, Start-up creation and Fund Raising, Project Management and Negotiation techniques
Name and type of organisation providing education and training	Governmental Agency for the Innovation
Dates	01/2009 duration: 3 days
Title of qualification awarded	Basic Course in Leuven (Belgium)
Principal subjects/occupational skills covered	Fundamentals of Technology Transfer
Name and type of organisation providing education and training	ASTP, Association for Scientific Research and Technology Transfer Professionals

Dates	09/2008 to 11/2008 duration: 100 hours
Title of qualification awarded	Internship
Principal subjects/occupational skills covered	Intellectual Property law, prior art researches, patent application, patent continuation, litigation
Name and type of organisation providing education and training	Jacobacci & Partners s.p.a., the largest Patent Attorneys firm in Italy
Dates	07/2008 duration: 5 days
Title of qualification awarded	Master Course in "Management of Innovation"
Principal subjects/occupational skills covered	Project planning, Intellectual Property management, fund raising
Name and type of organisation providing education and training	Unione Industriale Torino, an Industrial Association
Dates	06/2008 duration: 2 days
Title of qualification awarded	Advanced Course
Principal subjects/occupational skills covered	Licensing of public research results
Name and type of organisation providing education and training	NetVal, Network of Italian KTO for the valorisation and exploitation of research results
Dates	01/2008 duration: 2 days
Title of qualification awarded	Advanced Course
Principal subjects/occupational skills covered	Intellectual Property concerns in the fields of Biotechnology and Information Technology
Name and type of organisation providing education and training	NetVal, Network of Italian KTO for the valorisation and exploitation of research results
Dates	10/2007 duration: 2 days
Title of qualification awarded	Advanced Course
Principal subjects/occupational skills covered	Intellectual Property management in R&D agreements
Name and type of organisation providing education and training	NetVal, Network of Italian KTO for the valorisation and exploitation of research results
Dates	06/2007 to 10/2007 duration 36 hours
Title of qualification awarded	Basic Course
Principal subjects/occupational skills covered	To know and understand Entrepreneurship
Name and type of organisation providing education and training	Chamber of Commerce of Turin

**Personal skills and competences**

Mother tongue(s)

Other language(s)

Self-assessment

*European level (\*)*

**English**

Social skills and competences

Organisational skills and competences

Technical skills and competences

Computer skills and competences

Driving licence

**Annexes**

**Italian**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Independent User	C2	Proficient User	C2	Independent User	C2	Independent User	C2	Proficient User

*(\*) Common European Framework of Reference for Languages*

I am a sociable person and like to meet and interact with new people. My work experience has put me in touch with many people, also coming from countries with very different cultures, and I always enjoyed working with them. I have been a boy scout for many years: a really educational experience, which taught me to respect other people and the world in which we live.

Working as a sales rep has grown my expertise to monitor customers and forecast sales, both activities which need a high level of independence and organisational skills. University research activity also needs constant organisation of reference sources and literature maintenance.

Statistical analysis, researches in patent literature databases, negotiation of contracts, intellectual property valuation and pricing, meeting management and presentations

High level: Windows OS, Office, Internet browsing  
Basic level: Visual Basic for Applications (VBA) programming language, databases (access)

Classes: B (cars up to 3,5 tons), A (motorcycles)

Cover letter

Shiva Loccisano