
CEO / Managing Director

Senior executive roles in government agencies, healthcare organisations, life sciences companies, science parks, across Europe, Australia and the Middle East

Education

University of Milan

DEGREE ("LAUREA") IN INDUSTRIAL CHEMISTRY (Five Years Curriculum, Plus One-Year Experimental Research Thesis)

Duke University' FUQUA School of Business, Raleigh NC, USA, Courses in London

POST-GRADUATE COURSE IN MANAGEMENT, MARKETING, AND BUSINESS ADMINISTRATION

Career Summary

2022-today MANAGING DIRECTOR, then Board Member – Fondazione Enea Tech Biomedical – Italian Ministry of Economic Development – Rome (I)

2021-2022 MANAGING DIRECTOR - Trentino Sviluppo S.p.A. – Trento (I)

2019-2021 CHIEF EXECUTIVE - Trajan Nutrition Pty Ltd - JV of Trajan Scientific and Medical, Adelaide (AUS)

2014-2019 CHIEF EXECUTIVE - Health Industries SA – Government of South Australia, Adelaide (AUS)

2012-2014 CHIEF EXECUTIVE - Confindustria Ricerca E/R – Bologna (I)

2010-2012 MANAGING DIRECTOR - Technogym SpA – Cesena (I)

2008-2010 EXECUTIVE DIRECTOR – DuBiotech (Dubai Science Park) - Government of Dubai (UAE)

2003-2008 MANAGING DIRECTOR - San Raffaele Biomedical Science Park – Milan (I)

1994-2003 MANAGING DIRECTOR - Centuria Science Park – Cesena (I)

1990-1994 INTERNATIONAL SALES MANAGER - Carlo Erba Instruments – Milan (I)

1986-1990 RESEARCH SCIENTIST - Carlo Erba Instruments – Milan (I)

Leadership roles

World Economic Forum: Member of the Leadership Board of Healthy Living and Corporate Wellness Alliance, Geneva, New York (2010-2012) / International Association of Science Parks (IASP): President, Vice-President, Board Member (1998-2006) / European Commission, DG Enterprise: Member of High-Level Advisory Group (2000-2007) / Assobiotech, the Italian association of Biotech industry: Board Member (2003-2008).

Non-Executive roles

Monash University's Industry Advisory Group, Melbourne (from 2023) / Hub Innovation, Trento (2022-2023) / Italian Chamber of Commerce in Australia, Sydney (2021-2022) / AusHealth Pty Ltd, Adelaide (2017-2021) / Economic Development Board of South Australian Government, Adelaide (2015-2018) / UAE Genetic Diseases Association, Dubai, (2008-2010) / Molmed SpA, Milan, (2004-2008) / Telbios SpA, Milan, (2005 to 2008) / Bestwood Oy, Lahti FIN (2005-2008) / Eurolink Partners GmbH, Zug CH (1998-2009).

Career Experience

Fondazione Enea Tech Biomedical – Rome (Italy)

MANAGING DIRECTOR (February 2022 – April 2023), **Board Member** (January 2022 - today)

The Foundation, controlled by the Italian Ministry of Economic Development, supports economic development and competitiveness of the Italian life sciences sector through infrastructures, research, development, industrial reconversion, education and investment attraction by developing innovation hubs, high-tech start-ups, R&D and manufacturing projects.

To achieve these goals the Foundation administers, on behalf of the Ministry of Economic Development, the 'Fund for biomedical industrial research and development' and the 'Technology Transfer Fund' with an initial endowment of € 700 million.

Key Achievements:

- Established the new organization, designed strategy and execution.
- Identified a large pipeline of innovation hub projects, business development and investment attraction opportunities in pharmaceutical, biotechnology, diagnostics, medical devices, and digital health areas.
- Investment-ready projects for at least € 200 million to be executed in 2023/2024.

Trentino Sviluppo S.p.A., Trento, Italy

MANAGING DIRECTOR (October 2021- February 2022)

Trentino Sviluppo S.p.A is the economic development agency of the Autonomous Province of Trento, holding 40 investee companies and € 1 billion in assets under management. With 170 employees, it designs and executes a wide range of economic policies and manages intellectual property and real estate assets, such as 1.2 million square meters of industrial estates, research laboratories and infrastructures, two technology parks, four business incubators and various other assets, targeting developments in the life sciences and other high-tech sectors.

Key Achievements:

- Re-designed strategy and organization, targeting life sciences expansion opportunities.

Trajan Nutrition Pty Ltd, Adelaide, Australia

CHIEF EXECUTIVE (2019 to 2021) – JV of Trajan Scientific and Medical, scientific equipment

Oversee all aspects of R&D, innovation, manufacturing, marketing, and sales/export of methods and analytical tools of nutritional test to global markets, through a JV between Trajan, SAHMRI and The University of Adelaide.

Key Achievements:

- Achieved global commercial success by leading development, manufacturing, marketing, global sales, business acquisitions and strategic relationship building with global industrial/research partners.
- Successful IPO of Trajan Scientific and Medical, June 2021 (ASX TRJ).

Health Industries SA, Government of South Australia, Adelaide, Australia

CHIEF EXECUTIVE (2014 to 2019)

Led the government agency dedicated to health and medical economic development strategy through investment attraction, infrastructures development, policies and support to research translation and local life sciences companies.

Key Achievements:

- Enabled the successful establishment of 23 manufacturing, R&D investments, and clinical research projects from 14 Australian and international biotech, pharma, and med-tech companies.
- Developed the A\$ 3.8 Billion “Adelaide BioMed City” through public-private partnerships, with Royal Adelaide Hospital, SAHMRI, medical research buildings of the University of Adelaide, University of South Australia, and SAHMRI2/Proton Therapy Research Centre, with 2,000 researchers, 10,000 staff.

- Drove strategies, government policies, and projects designed to improve innovation, technology transfer, economic growth, hi-tech start-up competitiveness, research commercialisation, and professional jobs creation.

Confindustria E-R Research - Bologna, Italy - Italian Association of Entrepreneurs, Emilia-Romagna

CHIEF EXECUTIVE (2012 to 2014)

Managing technology transfer projects and research collaborations, supporting business development and growth of high tech member companies, also acting as President of the Innovation Committee of Confindustria, member of the Milan EXPO 2015 committee, and board member of four hi-tech companies.

Key Achievements:

- Partnered with cross-functional organisations to execute innovation projects in strategic sectors, including biotechnology, medical devices, ICT, cybersecurity, industry 4.0, and industrial automation.
- Integrated government policies and governance/control systems for multi-disciplinary collaborative research, innovation grants, technology transfer, and start-up establishment.

Technogym SpA - Cesena, Italy - A fitness/wellness firm with € 650 m TO & 2,000 staff

MANAGING DIRECTOR - Health and Wellness Global Business Unit (2010 to 2012)

Established the new business unit managing R&D, design, strategic plans, global sales, and partnerships with academic partners, clinicians, and managers in 14 global subsidiaries.

Key Achievements:

- Established partnerships with World Economic Forum and European Commission's DG Research, major healthcare organisations, while creating a new network of 18 distributors, achieved € 60.6 million global sales in 2011 and a 91% increase in export, 32% and 29% YoY sales growth.

DuBiotech (now Dubai Science Park), Dubai, UAE - Free Zone Authority - Government of Dubai

EXECUTIVE DIRECTOR (2008 to 2010)

Managed the development of the US\$ 1 Billion DuBiotech Free Zone project within the scope of constructing laboratory buildings, healthcare facilities, business incubators, and office headquarters and attracting global healthcare and life sciences companies as tenants and investors.

Key Achievements:

- Spearheaded negotiations and secured investment from 70 global companies, including Amgen, Pfizer, Merck-Serono, Genzyme, Bayer, Mundipharma, Mylan, Firmenich, Getinge, BMS, and Medtronic.
- Directed the prompt delivery of Cabinet submissions for each major investment, advised on innovation and entrepreneurship strategy, and guided pitching initiatives to attract new investments.
- Member of the Board of Executive Directors of Dubai Holding/Tecom Investments whose mandate was to oversee all High Technology Free Zones of Dubai, strategy advisor of Dubai Healthcare City.

San Raffaele Biomedical Science Park, Milan, Italy – Major private hospital, research centre, and university, with 5,000 staff including 600 research scientists

MANAGING DIRECTOR (2003 to 2008).

Managed all business development operations, including technology transfer (licences and research contracts), sponsored clinical trials, investments in biotech start-ups, investment attraction, tenant research companies (global pharma and biotech forms), and construction of new laboratory buildings.

Key Achievements:

- Managed a portfolio of 80 patents, achieving 25 licenses, and 240 contracts with 98 global companies.
- Expanded the research center by building DIBIT2: 74000 sqm of new laboratory space, €320M investment, mostly from third partners (including €125M from European Investment Bank).
- Managed the business incubator and science park in the research precinct.
- Managed a cluster of investments in start-up companies, including Molmed's IPO (MIB)

Further Experience and References available upon request

Appointments as an International Expert in Innovation, Research, Science Parks, and Economic Development:

- Prince Abdullah Bin Abdulaziz Science Park, Dhahran - Saudi Arabia, appointed by Unesco, 2003 / Ciudad del Saber, Panama City, appointed by IASP, 2008 / Sardinia Research/Consorzio 21, Cagliari, Italy, appointed by Sardinia Regional Government, 2009 / Tecnopolo Bologna, 2013 / Kuwait Institute for Scientific Research, Kuwait City, appointed by HDR Inc., 2010.

University Collaborations:

- Delivered short courses and lectures on Science Parks, Research and Innovation Management and Commercialisation, Economic Development, and Technology Transfer, at Carnegie-Mellon University (Adelaide Campus), Monash University (Melbourne), Campus Biomedico (Rome), Vita-Salute San Raffaele University (Milan), SSSUP S. Anna University (Pisa), SUPSI (Lugano), University Federico II (Naples), CUOA (Altavilla), University of Siena, and University Ca' Foscari (Venice).

Language skills

Italian mother tongue, full proficiency in English, also speaks in French, Spanish and Serbo-Croatian