



## Europass Curriculum Vitae



### Personal information

First name / Surname

Address

Mobile:

E-mail

Nationality

Date of birth

Gender

**Shiva Loccisano**

Italian

Male

### Occupational field

#### Innovation and Technology Transfer

- Partnership and research agreements
- Technology scouting
- Marketing of research results
- Business planning and Intellectual Property management
- Open Innovation
- Entrepreneurship education
- New venture creation
- Deep technology development and commercialization

## Work experience

<b>Dates</b>	<b>07/2022 to date</b>
<b>Name and address of employer</b>	Behold srl, Bologna
<b>Type of business or sector</b>	In-house holding company, wholly owned by Alma Mater Studiorum Università di Bologna
<b>Occupation or position held</b>	<b>CEO</b>
<b>Main activities and responsibilities</b>	The company holds and manages minority shares of the University Spin-off companies, on behalf of the University of Bologna.
<b>Dates</b>	<b>07/2022 to date</b>
<b>Name and address of employer</b>	Almacube srl, Bologna
<b>Type of business or sector</b>	Startup acceleration and Open Innovation
<b>Occupation or position held</b>	<b>Executive Board Member</b>
<b>Main activities and responsibilities</b>	Almacube is the incubator, accelerator and innovation hub of the University of Bologna and Confindustria Emilia Area Centro. It works to promote the economic development of the region through innovation with established companies, the development of new companies (startups and spinoffs), the education of new generations to an entrepreneurial approach.
<b>Dates</b>	<b>10/2022 to date</b>
<b>Name and address of employer</b>	Netval - Network per la valorizzazione della ricerca universitaria, via Gaetano Prevati 1/C, 23900 - Lecco (LC)
<b>Type of business or sector</b>	Association
<b>Occupation or position held</b>	<b>Senior Project Manager</b>
<b>Main activities and responsibilities</b>	Taking care of 360 degrees activities of a two year project supported by the Ministry of Enterprises Made in Italy, coordinating a group of 5 people, for the development of the platform <a href="http://www.knowledge-share.eu">www.knowledge-share.eu</a> (the Knowledge Share platform). Knowledge Share is a free and open marketplace showing off the technology offer coming from the Italian academic research, to support the matching with international corporates and innovators needs.
<b>Dates</b>	<b>01/03/2021 to date</b>
<b>Name and address of employer</b>	I3P - Incubatore di Imprese Innovative del Politecnico di Torino
<b>Type of business or sector</b>	Business incubator (public/privately owned)
<b>Occupation or position held</b>	<b>Member Evaluation Committee</b>
<b>Main activities and responsibilities</b>	Review and approval of application from prospect incubatees (entrepreneurial projects)
<b>Dates</b>	<b>1/2016 to 06/2022</b>
<b>Name and address of employer</b>	Politecnico di Torino, Corso Duca degli Abruzzi, 24 - Torino
<b>Type of business or sector</b>	Public Technical University
<b>Occupation or position held</b>	<b>Head of Technology Transfer and Industrial Liaison Department</b>
<b>Main activities and responsibilities</b>	Design and set-up of the new Department, within the central administration, reporting directly to the Director General of the University and the Vice Rector for Technology Transfer. HR management, budgeting, operations management, Promotion, negotiation, management and consultancy to research departments for research and partnership agreements, patent portfolio management, marketing of research results, coordination of human resources, budgeting and performance evaluation 4 offices; 20 people; around 12 mln € annual budget.
<b>Dates</b>	<b>12/2016 to 12/2022</b>
<b>Name and address of employer</b>	Netval - Network per la valorizzazione della ricerca universitaria, via Gaetano Prevati 1/C, 23900 - Lecco (LC)
<b>Type of business or sector</b>	Association
<b>Occupation or position held</b>	<b>Member Board of Directors</b>
<b>Main activities and responsibilities</b>	Delegate to represent Netval within the ASTP - Proton National Association Advisory Committee (NAAC), the association of European Technology Transfer Professionals and ATTP Council, the Allianz of Technology Transfer Professionals.

<p><b>Dates</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p>	<p><b>6/2017 to 12/2019</b></p> <p>ASTP - A world of knowledge transfer Stationsweg 28a, 2312AV Leiden, The Netherlands Phone: 0031 71 711 3511; Email: <a href="mailto:hq@astp4kt.eu">hq@astp4kt.eu</a>; Web: <a href="http://www.astp4kt.eu">www.astp4kt.eu</a> International Association <b>Netval delegate within the NAAC (National Association Advisory Committee) of ASTP the European Association of Technology Transfer Professional</b> The NAAC is the link between the National Association and ASTP aimed to assure the sufficient coordination and alignment in all the national and European initiatives in Tech Transfer, to collect data and advice for the generation of new policy statements addressed toward the European Commission and all the other relevant stakeholders.</p>
<p><b>Dates</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p>	<p><b>4/2019 to date</b></p> <p>ATTP - Alliance of Technology Transfer Professional International Association <b>Council member</b> Permanent delegate within the Association council on behalf of Netval (institutional member of the association)</p>
<p><b>Dates</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p>	<p><b>07/2012 to 1/2016</b></p> <p>Head of Technology Transfer and Industrial Liaison Division Promotion, negotiation, management and consultancy to research departments for research and partnership agreements, patent portfolio management, marketing of research results, coordination of human resources, budgeting and performance evaluation Politecnico di Torino; C.so Duca degli Abruzzi 24, 10129 Torino, Italy Public Technical University</p>
<p><b>Dates</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p>	<p><b>12/2011 to 07/2012</b></p> <p>Knowledge and technology transfer manager Technological scouting, IP management and valuation, support to researchers for internal procedures and information, contracts dealing and negotiation, set up of meetings and seminars Politecnico di Torino; C.so Duca degli Abruzzi 24, 10129 Torino, Italy Public Technical University</p>
<p><b>Dates</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p>	<p><b>1/2009 to 12/2011</b></p> <p>Consultant for business planning and Technology Scouting Technology scouting, market analysis, industry analysis, business planning I3P - Incubatore di Imprese Innovative del Politecnico di Torino High-tech start-ups incubator</p>
<p><b>Dates</b></p> <p><b>Occupation or position held</b></p> <p><b>Main activities and responsibilities</b></p> <p><b>Name and address of employer</b></p> <p><b>Type of business or sector</b></p>	<p><b>6/2009 to 12/2011</b></p> <p>Knowledge and technology transfer officer Technological scouting, IP management and valuation, support to researchers for internal procedures and information, contracts dealing and negotiation, set up of meetings and seminars Politecnico di Torino; C.so Duca degli Abruzzi 24, 10129 Torino, Italy Public Technical University</p>
<p><b>Dates</b></p>	<p><b>5/2007 to 6/2009</b></p>

Occupation or position held  
Main activities and responsibilities  
  
Name and address of employer  
Type of business or sector

Knowledge and technology transfer officer  
Technological scouting, IP management and valuation, support to researchers for internal procedures and information, contracts dealing and negotiation, set up of meetings and seminars  
University of Turin; Via Po, Torino, Italy  
Public University

Dates  
Occupation or position held  
Main activities and responsibilities  
  
Name and address of employer  
Type of business or sector

**11/2006 to 5/2007**  
Client manager  
- Accounting: dealers' supervision, contracts negotiation, settlement of promotional activities, problem solving  
- Prospecting: research and contact of new potential customers  
Equilibra s.r.l.; Via Pisacane 23, 10042 Nichelino (TO), Italy  
Italian leader food supplement retailer

Dates  
Occupation or position held  
Main activities and responsibilities  
  
Name and address of employer  
Type of business or sector

**12/2005 to 11/2006**  
Product specialist  
Sales promotion, application trainings, sales forecasting, management of sales agents. Responsible for the north-west part of Italy and Sardinia  
Johnson & Johnson Medical Italia s.p.a. Breast Care Division. Via del Mare 40, Pomezia (Roma), Italy  
Bio-Medical devices, worldwide multinational

## Teaching & Training Experience

Dates  
Name and address of employer  
Type of business or sector

**11/2020**  
MIP - Politecnico di Milano graduate school of Business  
Business School

Course/title of the lecture  
Topics

**Master MIT "Management of Research, Innovation and Technology", VI ed., anno 2019**  
Docente: La Valorizzazione della ricerca, le Spin-off (7 ore)

Dates  
Name and address of employer  
Type of business or sector

**01/2020**  
University of California Berkeley - Sutardia Center for Entrepreneurship and Technology - California (USA)  
University

Course/title of the lecture  
Topics

**Berkeley Method of Entrepreneurship (BMoE) Startup Bootcamp**  
Mentor; helping students to better shape their startup business model

Dates  
Name and address of employer  
Type of business or sector

**10/2019 – 4/2020**  
**Technology Transfer Innovation Ltd.**  
**Scuola Normale Superiore di Pisa**  
**University**

Course/title of the lecture  
Topics

**Technology Transfer training and mentorship**  
The collaboration was made of a two-day training covering the following areas:

- International approaches to TT and measuring Impact.
- Project Management in TT
- Experience and Models for supporting student entrepreneurship
- Fundamentals of Spin-out companies

- Basics of Intellectual Property
- Protecting Intellectual Property in the Biotechnology sector
- Protecting Intellectual Property in the Information and Data Sciences
- Industrial research collaborations - contracts and IP provisions.

And a mentoring phase covering the following areas:

- processes, regulations, contractual arrangements
- policies, management of income and incentives
- support to project teams, business planning, search for financing
- developing training activities for students to raise awareness of IP and commercialisation.

**Dates**  
Name and address of employer  
Type of business or sector

**09/2018 – 07/2019**

MIP - Politecnico di Milano graduate school of Business  
Business School

Course/title of the lecture

**Master in “Management of Research, Innovation and Technology” (Master MIT) 5<sup>a</sup> edizione**

Topics

Tutorship project work - *“Dal grant office all’holistic research system: l’evoluzione dei servizi per la ricerca”*

**Dates**  
Name and address of employer  
Type of business or sector

**10/2016**

Netval - www.netval.net  
Association

Course/title of the lecture

**Technology Transfer and Third Mission in Universities and Public Research Centers**

Topics

Management of IPRs within universities and PROs. Marketing and licensing of research results.

Duration 4 hrs.

**Dates**  
Name and address of employer  
Type of business or sector

**10/2016**

Ordine degli ingegneri della provincia di Aosta  
Ordine professionale

Course/title of the lecture

**Techshare Day Valle d’Aosta**

Topics

Brevetti e altri diritti di proprietà Intellettuale (IPR)  
Duration 2 hrs.

**Dates**  
Name and address of employer  
Type of business or sector

**7/2016**

Netval - www.netval.net  
Associazione

Course/title of the lecture

**Technology Transfer and Third Mission in Universities and Public Research Centers**

Topics

Management of IPRs within universities and PROs. Marketing and licensing of research results.

Durata 2 ore

**Dates**  
Name and address of employer  
Type of business or sector

**1/2016**

Scuola di Alta Formazione al Management (SAFM) - www.safm.it  
Business School

Course/title of the lecture

**Innovation for Change (parte del percorso di MBA)**

Topics

Il Trasferimento Tecnologico al Politecnico di Torino; esperienze e casi di studio  
Durata 2 ore

**Dates**  
Name and address of employer  
Type of business or sector

**4/2014**

Politecnico di Torino, Corso Duca degli Abruzzi, 24 - Torino  
Università pubblica

Course/title of the lecture  
Topics

**Laboratorio di imprenditorialità, Corso di Laurea Magistrale in Ingegneria Ambientale**  
Brevetti e altri diritti di proprietà Intellettuale (IPR); ricerche di anteriorità brevettuale  
Durata 6 ore

## Education

Dates	<b>12/2021 – 03/2022</b>
Name and type of organisation providing education and training	LUISS - Business School
Principal subjects/occupational skills covered	<b>Flex Executive Programme Venture Capital Dynamics &amp; Startup Engagement</b> Innovation finance, Business Angels, Venture Capitalists and start-up investment contracts
Dates	<b>09/2018 – 07/2019</b>
Name and type of organisation providing education and training	Politecnico di Torino
Principal subjects/occupational skills covered	<b>Executive Master in Project Management for Business Performance and Innovation</b> Capstone project: "TND - Training New Dudes" deals with the setup of an optimized on-boarding process to rapidly grow multidisciplinary competencies of newly hired resources in Tech Transfer
Title of qualification awarded	<b>Master universitario di secondo livello; IPMA Certification (<a href="http://www.ipma.world/IPMA">www.ipma.world/IPMA</a>) - Project Manager Associate (level D)</b>
Dates	<b>01/2008 to 01/2011</b>
Title of qualification awarded	<b>Philosophical Doctorate in Economics with focus on Entrepreneurial Culture</b>
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	<b>09/2003 to 07/2005</b>
Title of qualification awarded	<b>Master of Science in Industrial Biotechnology, with grade Summa Cum Laude</b>
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	<b>09/2000 to 09/2000</b>
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

## Personal skills and competences

Mother tongue(s)

**Italian**

Other language(s)

Self-assessment

European level (\*)

**English**

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced	C2	Advanced

(\*) Common European Framework of Reference for Languages

## Awards

RT RTTP - Recognised Technology Transfer Professional (18/05/2018)

è (the title is awarded after examination of an international panel of peers by the "Alliance of de Technology Transfer Professionals" ( [www.attp.info](http://www.attp.info) )

La A full list of all RTTPs around the globe is available here <https://attp.info/current-rttps/>

## Publications

RT Colombelli, A., **Loccisano, S.**, Panelli, A., Pennisi, O. A. M., & Serraino, F. è (2022). Entrepreneurship Education: The Effects of Challenge-Based de Learning on the Entrepreneurial Mindset of University La Students. *Administrative Sciences*, 12(1), 10. [\\_\\_\\_\\_\\_](#)

Escoffier, L., Vopa, A. L., **Loccisano, S.**, Puccini, M., & Speser, P. (2011). Technology transfer and knowledge transfer activities in Italy: a detailed analysis.

Tijssen, R., Edwards, J., & Jonkers, K. (2021). *Regional Innovation Impact of Universities*. Edward Elgar Publishing.

Appendix D: Technical University of Turin; Authors: **Shiva Loccisano**, Emilio Paolucci and Riccardo Ricci (Politecnico di Torino)

According to law 679/2016 of the Regulation of the European Parliament of 27th April 2016, I hereby express my consent to process and use my data provided in this CV.

Shiva Loccisano