

INFORMAZIONI PERSONALI **Valentina Grillea****Sesso****| Data di Nascita****| Nazionalità**

Come Head of Scouting and Matching mi occupo di sviluppare opportunità di cooperazione tra attori che forniscono soluzioni (piccole e medie imprese o start-ups) e chi è in cerca di soluzioni (principalmente corporate). Nel garantire una cooperazione, anche a livello internazionale, di alto livello, mi occupo di identificare le opportunità (da un punto di vista economico/investimento e non) più calzanti per la situazione e di creare un processo di sviluppo/investimento volto a generare impatto sul lungo termine a livello aziendale e territoriale. Lavorando da più di 10 anni a livello internazionale e avendo precedente lavorato in Italia (Torino), ho un network internazionale molto ampio e variegato che spazia da rappresentanti istituzionali a attori industriali e finanziario (es. Venture Capital, Fondi di investimento etc). In aggiunta svolgo ruolo di supporto per talenti e entrepreneurs tramite workshop volti a espletare la possibilità di business a livello locale e internazionale. Aiuto regolarmente start-ups e SMEs come coach preparandoli a pitch session e all'incontro con investitori o aziende. Ho ideato e faccio parte del comitato di Board del Green Innovation and Investment Forum, l'evento internazionale di matchmaking per l'early stage su tecnologie green che si tiene annualmente a Stoccarda. Ho sviluppato varie attività di cooperazione internazionale e territoriale su vari temi, come sviluppo di impresa, attrazione di investimenti, international cooperation, open innovation, trasferimento di buone pratiche tra regioni, sviluppo di politiche locali e regionali. Nell'ultimo anno ho contribuito a finalizzare la collaborazione tra la mia azienda e UC Berkley per diventare polo di sviluppo e learning in Germania per la suddetta Università. Offro come facilitatrice workshop su Lean Start-up, Business Model Innovation (facendo ricorso ai vari tools e tecniche esistenti) più sessioni volte a stimolare l'ideazione di nuove idee di business e non, adottando la metodologia del Design Thinking. Ho anche ideato lo sviluppo e stimolato processi di co-creation tra talenti e aziende oltre ad aver creato un Innovation lab a livello locale (città di Ulma) e internazionale (in collaborazione con Demola). Sono in possesso della certificazione PMP e la certificazione su Business Model Innovation (rilasciato dall'università di Aquisgrana- Germania). Facilito regolarmente lezioni e workshop presso varie Università come ad esempio presso l'Università di scienze applicate in Costanza (Germania) all'interno del Summer School sulla cultura imprenditoriale (2015/2016/2017) o presso aziende private.

**SHORT PROFILE**

Ho un'esperienza decennale in merito alla normativa europea in materia di fondi strutturali e di cooperazione, nel corso della mia carriera professionale sono stata (e lo sono tuttora) responsabile (come coordinatrice e partner) di vari progetti Europei (Alpine Space Interreg, Central Europe, H2020) sui temi del trasferimento tecnologico, supporto di policy, metodi di innovazione e gestione innovative, Business Model Innovation, cooperazione internazionale, promozione territoriale e di piccole e medie imprese. Ho anche coordinato all'interno dell'acceleratore FIWARE – Fabulous i servizi di supporto al business per circa 80 aziende appartenenti al settore della Stampa 3D. Infine, sono una esperta e valutatrice esterna per la Commissione Europea per il programma H2020, COSME e EASME. La mia formazione si basa su una Laurea triennale in Scienze della Comunicazione e specialistica su ICT e Business Administration conseguite presso l'Università degli Studi di Torino. In passato ho lavorato come Project Manager per l'Agenzia per lo sviluppo Regionale del Baden-Wurtemberg (in Germania). Parlo perfettamente Italiano (madrelingua), Inglese e Tedesco.

## WORK EXPERIENCE

**From April 2018 – to present Head of Scouting and Matching**

Bwcon GmbH – Turning ideas into business (Stuttgart, Germany)

In charge for all activities related to the scouting and matching of international start-ups with corporate and investors. Coordinator of a team in charge for more than 30 local and international matchmaking event per year in Europe. Support in access to market for international company - focus on ICT German market. Expertise in Business model Innovation and business support (improvement of business idea, market strategy)

Project Manager or Coordinator of the following projects:

- **DA-SPACE** - Creation of 7 International Open Innovation lab in 7 different countries all over Europe
- **SMART SPACE** – Digitalization process for SMEs
- **WIB** - Woman in Entrepreneurship

Expertise in :

- Business Model Innovation
  - Entrepreneurship methods
  - Co-Creation/Open Innovation methods
  - Evaluation of investment Programm
  - Technology Scouting
  - Lean Start-up
  - Design Thinking
  - Lego Serious Play
  - Business Development
  - Venture Capital
  - Access to investment
  - Team coordination and management (5 members)
  - Digital Transformation process
  - Scouting & Access to funding (M&A process)
- **Business or sector** SMEs Support in ICT related sectors

**From July 2017 – to April 2018 Senior Innovation Programme Manager**

Bwcon GmbH – Turning ideas into business (Stuttgart, Germany)

Leading European Initiatives in the field of ICT, Innovation Entrepreneurship support and methods applying into energy and smart cities sectors. Expert of Business Model methods and Entrepreneurship methodologies (Lean Start up, Business Model Innovation, Design Thinking Methods), referent in international conference, holding lectures at international summer schools on Entrepreneurship. Supporting young talents from different field in their growth path (access to finance or market, investor readiness) via open innovation methods and co-creation lab activities. Evaluator and Jury members of Innovation for several contest on ICT Technologies in Europe.

Project Manager of the following projects:

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- **SMART SPACE** – Digitalization process for SMEs

Expertise in :

- Business Model Innovation
- Entrepreneurship methods
- Co-Creation/Open Innovation methods
- Evaluation of investment Programm
- Technology Scouting
- Lean Start-up
- Design Thinking
- Lego Serious Play
- Business Development

- **Business or sector** SMEs Support in ICT related sectors

#### From October 2014 – to June 2014 Innovation Programme Manager

Bwcon GmbH – Turning ideas into business (Stuttgart, Germany)

Leading European Projects in the field of ICT, Innovation Entrepreneurship support and Education applying for the energy sectors, the Creative Industries and Innovation field of actions. Evaluator and Jury members of Innovation conference and contest.

Project Manager of the following EU projects:

- **FABulous** – one of the 16 FIWARE accelerator on 3D Printing-responsible for the business support actions
- **ACE Creative** – H2020 project to support internationalization of Creative Industries Companies in Europe
- **FIDIAS** (Alpine Space Programme) Financial Instrument and Innovation Service for Green Technology and Eco-Innovation

Expertise in :

- Business Model Innovation
- Entrepreneurship methods
- Co-Creation/Open Innovation methods
- Pitching & Presentation methods
- Business Development
- **Business or sector** SMEs Support in ICT related sectors

#### From April 2015–to present Evaluator for the European Commission

European Commission

Evaluator and Rapporteur for HORIZON 2020 Programme and COSME Programme

- Assessment (remotely and in face-to-face meeting) of European Proposals in the field of creative industries, cluster collaboration support, social innovation, open innovation, ICT

**Business or sector** Assessment proposals – Validation of Business Models

#### From April 2015–to present Initiator and Programme Coordinator of the Green Innovation and Investment Forum

Several Sponsors and Co-Partners

Initiator of the first pan-European matchmaking event to foster the transfer of technology and the promotion of business cooperation in the Green sector. Organized once per year in Stuttgart.

**Business or sector** Green IT- Energy- Investor relation – Transfer Technology process

#### From June 2008 – to Sept 2014 Project Manager Innovation Fostering and European Projects

MFG Public Innovation Agency for ICT and Media (Stuttgart, Germany)

Development of all aspects (financial, content, writing, partners acquire, management) of European Project proposals (Lifelong Learning, Interreg IVB -Central Europe and Alpine Space - Culture Programme; FP7, Horizon 2020)

Project Manager of the following projects:

**FORT**- Fostering continuous research and technology application (Central Europe) : Transfer Technology process and transnational cooperation

**Open-Alps** (Alpine Space Programme) : Open Innovation for SMEs

**VISIR** (Lifelong Learning Programme): ICT & Creative tool for Lifelong Learning

Expert on innovation, open innovation methods, business model, support for SMEs and young entrepreneurship. Referent in international conference and expert in workshop for researchers and young entrepreneurship.

**Business or sector** Public Innovation Agency on ICT and Media (Creative Industries, Technology Transfer, Innovations and SMEs support)

#### From June 2009 – to Dec 2014 **Cluster Manager – Operational Officer**

EICI –European Interest Group for Creativity and Innovation e.V. (Stuttgart - Europe, Germany)

Management of the European Interest Group on Creativity and Innovation e.V. – International no-profit association, with more than 10 European partners, which fosters the relationships between creativity, culture, technology and innovation in order to make Europe more competitive and sustainable.

Organization of event such as EICI general assemblies, partner meetings, study visits and conferences. Responsible for the study visit in Europe of a delegation of 11 members from the Malaysia Ministry of Information and Communication and Radio Television Malaysia

External Communication of EICI activities (monthly newsletter, twitter channel, websites – content and technical responsibilities) and International Affairs.

**Business or sector** Creative Industries International Cluster

#### From Mai 2007 – to June 2008 **Junior Project Manager**

Netbrain s.r.l. Corso Svizzera 183 10100 Turin (Italy)

Supporting in development of Regional project on ICT (info- mobility, ehealth) in order to provide services and information to the citizens

Main client Regione Piemonte, CSI –Piemonte, Telecom Italia

**Business or sector** Consulting Company on ICT

#### From Nov 2007 – to April 2008 **Extern Expert**

From Feb 2007 – to Sept 2007 University of Turin – Via Verdi 8 10124 Turin (Italy)

From March 2004- to Sept 2004 Scientific Communication Department

From March 2005 – to Sept 2005 Collaboration

Support students in the definition of their studies and Adult Education focusing on the basic use of Computers, Internet and MS Office. Formulated lessons plans, instructed lessons, and edited exams for students in constant collaboration with two colleagues in order to create a solid foundation of instruction and learning

**Business or sector** University

## EDUCATION AND TRAINING

From Nov 2004 - to March 2007 **Masters of Arts in ICT for Information Society**  
University of Turin (Italy)

Communication, Marketing, ICT, Economics, Web design, Programming, Artificial Intelligence, Interaction Human-Machine, PR,  
Graduated with Specialization in Communications in ICT Society with score of 110/110  
Title thesis: "User Shaping of User's Goal for a Proactive Context-Aware Suggestion: I-City Project" (promoted by City of Turin)

From Nov 2001 - to Nov 2004 **Bachelor of Arts in Communication Science**  
University of Turin (Italy)

Communication, Marketing, ICT, Economics, Web Design, Informatics, Statistics, Sociology  
*Graduated in Communication Science with 107/110 .*  
*Title thesis: "Accessibility: Experiment for Scidecom" (production of the web site for the Science of Communication Course: [www.scidecom.unito.it/aziende](http://www.scidecom.unito.it/aziende))*  
[www.scidecom.unito.it/aziende](http://www.scidecom.unito.it/aziende)

From Sept 1996- to June 2001 **Second Level High School**  
Scientific School "G. Seguenza" Messina  
Scientific subjects, Informatics, English and Spanish courses attended as extra-curricular electives  
High-school Diploma with 95/100

## PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
			First Certificate		
German	C1	C1	C1	C1	B2
			Goethe B2 Certificate		

## Curriculum Vitae

Valentina Grillea

Communication skills	<p>Living and working in a multicultural environment, where communication and interculturality are basic items gave the opportunity to enforce relational and social skills working daily in team</p> <ul style="list-style-type: none"> <li>* Good abilities for synthetic and global views over concrete situations</li> <li>* Self-motivated and Confident in handling new tasks</li> <li>* Responsibility, Self-respect and self-reliance</li> <li>* Strong referential values of fairness, equity and dignity</li> <li>* Ability to establish and maintain good working relations with people of different national and cultural backgrounds</li> <li>* Good communication skills and ability to work in a team</li> <li>* Able to work under tight deadlines</li> <li>* Able to network effectively</li> <li>* Excellent team worker with communication, coordination, mutual support abilities</li> <li>* Member of international multicultural groups</li> <li>* Understands organizational culture</li> <li>* End-oriented work capacity</li> <li>* Coordinator of other team members</li> <li>* good communication skills gained through my experience as cluster manager</li> </ul>
Organisational / managerial skills	<p>The works' experience, professional background and extra-professional activities have given the opportunity to test and improve competences and organizational skills. Working as Project Manager and handling daily with financial aspects (planning and revision budgets), managements' issues and being part of a six -people team show the owned abilities in this field.</p> <p>Specific skills as followed:</p> <ul style="list-style-type: none"> <li>* Marked sense of organization</li> <li>* Demonstrated skills in team building and management</li> </ul> <p>Able to:</p> <ul style="list-style-type: none"> <li>* Understand a variety of approaches to decision making and strategy</li> <li>* Manage workflow</li> <li>* Formulate and analyzes budgets</li> <li>* Demonstrate financial analysis and management</li> <li>* Manage information and technology</li> <li>* Understand project management</li> <li>* Understand creative processes</li> <li>* Hold workshops and trainings</li> </ul>
Job-related skills	<p>Competences:</p> <ul style="list-style-type: none"> <li>* mentor for young entrepreneurship</li> <li>* supporting expert for researchers towards commercialization</li> <li>* specialist of open innovation methods</li> <li>* experts in entrepreneurship methods and learning procedure</li> <li>* long experience on transfer technology approaches and initiatives</li> <li>* 8 year experience at international level on project management</li> <li>* experience in coordinating other (international) team members</li> </ul>
Computer skills	<ul style="list-style-type: none"> <li>* Excellent Skills in the Computer field (ECDL Certificate) and programme such as Microsoft Office™ tools, Open</li> <li>* Office, TYPO3 and Project Management tools (Huddle, Wiggio, Alfresco).</li> <li>* Basic knowledge of machine language programming as JAVA, JAVASCRIPT, PHP, ASP in addition to a good</li> <li>* knowledge of HTML, CSS, SPSS, XML, UML.</li> <li>* Excellent knowledge of Internet navigation system based and mobile based solution</li> <li>* Expert user of social media, Web 2.0 tools, wordpress and video-editing programmes.</li> <li>* Able to use Management Informaton Systems</li> </ul>

**Other skills** Living abroad has enforced the abilities to adapt in a multicultural context and different backgrounds.  
Next to this my other skills are:  
\*squash and swimming  
\*Diving (PADI Certificate)

**Driving licence** Type B

**ADDITIONAL**

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**INFORMATION Conferences** ISPIM Conference 2012 – Paper and speech with the title “ A sustainable path from research to entrepreneurship”  
  
[http://www.ispim.org/abstracts/The%20Proceedings%20of%20The%20XXIV%20ISPIM%20Conference%202013%20Helsinki%20Finland%20-%2016-19%20June%202013/grillea\\_valentina.html](http://www.ispim.org/abstracts/The%20Proceedings%20of%20The%20XXIV%20ISPIM%20Conference%202013%20Helsinki%20Finland%20-%2016-19%20June%202013/grillea_valentina.html)

**Memberships** PMI Member and certificate owner  
Start-up Messina member

*"I certify that the statements made by me are true, complete and correct. I also certify that any documentations provided in support of my application are authentic and accurate. I understand that any false or misleading statement or withholding relevant information may provide grounds for the withdrawal of any offer of appointment or the termination of employment."*

FIRMA :

*Valentina Grillea*