

Nicolas Sassoli

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- Innovation Project Management
- Open innovation
- Design thinking & Lean Startup

- Public speaking
- Innovation Financing & Sales
- Digital, IT, IOT, Energy, Sustainability

CTE.COBO (Comune di Bologna) – Project manager _____ Jul '23 – now

CTE COBO, Casa delle tecnologie emergenti del Comune di Bologna, il progetto finanziato con oltre 19M€ per supportare startup e imprese innovative (80+ con 3M€ cash per le imprese selezionate), progetti di ricerca e trasferimento tecnologico finalizzati allo sviluppo di prodotti, processi, servizi o modelli di business e organizzativi relativi alle tecnologie (Intelligenza Artificiale, IIoT, XR, ecc.) con asset a disposizione come ad esempio il supercomputer Leonardo di Cineca e il cane robot Spot di Boston Dynamics.

- Coordinamento PMO

Geoside S.p.a, Italgas Group – Innovation Resp. _____ Sep '21 – Jul '23

[Geoside](#) (100+ M€ Revenue '22) is the Energy Service Company (ESCO) of the [Italgas Group](#) (Italgas own the biggest gas network in Italy and one of the biggest 5 in Europe). Geoside provides energy efficiency services to the residential, industrial and public sector.

- **Product management** – The managed team developed 6 new products and services: Enterprise Electric vehicles charging solution, Smart Retrofit Solution for centralized Boilers, Sustainability accounting and monitoring solution, Plug & Play energy consumption metering kit (chain2), Combined heat and power (CHP) plant's AI-based optimization infrastructure, green hydrogen (production and use) system for industrial burners. Solutions sold for a total turnover of 750.000+ €.
- **Open Innovation:** 2 open innovation challenges; 200+ analyzed startups; 11 POCs.

Almacube Srl – Head of startup unit _____ Oct '17 – Aug '21

[Almacube](#), the innovation hub of the [University of Bologna](#) (100.000+ [Students/Researchers](#)) and [Confindustria Emilia](#) (Emilia-Romagna, [top 5 exporter regions in EU](#)).

- **Program management - design, development & running:** [Venture clienting program](#) (Open Innovation); [Incubation program](#) 35+ coached teams, 400+ coaching hours, 7 startups funded/profitable at date; [Erasmus for Young Entrepreneurs \[EYE\]](#).
- **Project management:** Open Innovation sustainability challenges (Amadori, Parmacotto), Innovative services development for Interporto Bologna SPA; Startup acceleration program for Arter s.p.a (Blue tech);
- **Others:** Sales activity, Event management (6k+ attendees), [Startup Guide](#) auth., 8+ **Startup lectures and workshops**. [Here](#) (Intesa Sanpaolo) and [here](#) (University of Bologna) some examples, **10 + Public Presentations** ([here](#) an example).

CRIF Spa - Product Analyst _____ Mar 2017 – Oct 2017

[Crif](#), the credit bureau and credit solutions global firm supported by 3.500+ employees, generating 557M€ in revenues ('19), with 50k+ b2b customers. Helped to improve and sell [StrategyOne](#) (750+ b2b customers), a decision engine software that allows users from companies like **Deutsche Bank** and **Gazprom Bank**, to configure and deploy financial processes (i.e. portfolio optimization processes). Working in a team with both Business and IT people, the **main activities involved:**

EDUCATION

- **Online certified class.** [Kellogg School of Management](#) - Mastering the Selling Process Spec. **2020**
- **M.Sc. Entrepreneurship.** [Bologna Business School \(IT\)](#) - [San Francisco Mind The Bridge \(US\)](#) **2016-2017**
- **B.Sc. Industrial Engineering.** [University of Bologna \(IT\)](#) **2012-2016**

OTHER ACTIVITIES

- [Hult Prize](#), [Web Marketing Festival startup competition](#), [BBS - Global MBA](#), [Speaker for a seminar about "Comunità di Energia Rinnovabile"](#) invited by [Confindustria Livorno Massa Carrara](#), [Co-Author of "Development and Metrological Characterization of a Multi-Sensor Device for Indoor Environmental Quality \(IEQ\) Monitoring"](#) - IEEE, CTE COBO.
- [MangioloInSpiaggia](#) – **Founder** ('20): from idea to first SMEs paying customers in 40 days.
- [LiquidLearn](#) – **Founder** (Jan '16 – Dec '18): **E-learning platform** based on **graphic animation** contents.
- **Others:** [Hackathon E-R 5k€ prize](#) ('19); [Business Game](#) 1st national prize ('15).

VOLUNTEER WORK

- [Cooperativa Sociale Società Dolce](#) ('14 - '15 - '18) 24h assistance to disabled people.

LANGUAGES AND OTHER INFORMATIONS

Languages: Italian (MT), English (B2), French (B2). **Tools:** MS Project, Planner, Gsuite, Office, Asana, Trello, Wix, Mailchimp, ecc.