

PERSONAL INFORMATION

Andrea Cavallaro

Sex Male | Date of birth 12/09/1982 | Nationality Italy

WORK EXPERIENCE

From Dec 2020 – To Present

Director

Cool Innovation Consulting Ltd, London (United Kingdom)

- Provided consultancy and management services for research and development of innovative solutions, to clients in both the public and private sector.
- Instilled innovation to SMEs through their participation to H2020-funded European Green Deal Call.
- Coordinated 2 (two) projects on energy retrofits and the impact of innovative IoT smart meters in commercial buildings.

Business or sector Information Technology, Building Automation and Proptech.

From Oct 2019 – To Nov 2020

Senior Associate

Hoare Lea LLP, London (United Kingdom)

- Created a Business Development strategy for helping international prospects and clients (including real estate, asset management, investment fund, landlord, tenant, architect, and urban planner for smart cities) in better managing their asset portfolio, maximizing capital projects, improving occupancy and space utilization, reducing capital and operational costs through the agile design and delivery of intelligent user-centred buildings adopting Proptech and innovative digital (IoT and AI-based) solutions.
- Coordinated the intelligent building strategic road mapping and design (both conceptual and technical) of 3 (three) major real estate projects between the UK and Canada.
- Modernised the operations manager for the ongoing projects across North America and Canada mobilizing more than £1.3 million.

Business or sector Engineering Consultancy Services and Proptech.

From Apr 2016 – To Sep 2019

R&D Partners Manager Europe

Konia Minolta Business Solutions UK Ltd, London (United Kingdom)

- Spearheaded the awareness, the development and the execution of the external partnerships programme for Konica Minolta Global R&D organisation in Europe. Established the Innovation Partnership Network ecosystem – counting more than 400 digital stakeholders worldwide – and led a team of 6 resources geographically distributed across Europe.
- Redesigned the approach for establishing a distributed Global R&D organisation across Japan, Europe and the US with direct reporting to the Executive Director Global R&D.
- Led the establishment of business relationships with scientific, technical and industrial business leaders to support the strategic implementation of the R&D roadmap and meeting the KPIs and objectives of the corporate Digital Transformation MTP.
- Launched a set of collaborative approach initiatives for insights generation, product strategy, and open innovation actively involving more than 20 Pan-European clients. This creating value for both R&D, Sale and Marketing departments within the organisation.
- Orchestrated the regional (UK, Germany, Italy, and Czech Republic) and Pan-European public fund opportunities strategy for the Global R&D organisation with an aggregate winning rate of about 38 percent on the top of 18 (eighteen) submitted proposals.

Business or sector Information Technology, Innovative Solution and Service Provider

From Jul 2010 – To Mar 2016

Senior ICT Project Manager (Innovation Consulting Division)

RINA Consulting (formerly D'Appolonia S.p.A.), Genova (Italy)

- R&D focus on delivering digital innovative solutions for Local Authorities/Municipalities, Energy Management Companies, Energy Service Companies (ESCOs), Service and Technology Providers (e.g. Renewable Energy Technologies), Developers and Investors and Utility Companies.
- Boosted business opportunity creation for SMEs and start-ups securing more than half a million Euro of funding in the fields of digital transformation, industrial innovation, technological transfer, sustainable energy sources, and energy efficiency.
- Designed and developed innovative data analytics platforms and interoperable IoT solutions for fostering people behavioural change, improving energy efficiency including the use renewable energy sources (RES) in buildings while reaching CO₂ emission reduction goal of about 25 percent.
- Implemented a knowledge-based repository for information and process management, data collection, semantic processing, analytics, report and insights generation.
- Led the organisation of international conferences, seminars, networking events, and in liaising with relevant stakeholder groups in view of establishing an active stakeholder community.

Business or sector Engineering Consultancy Services.

From Sep 2007 – To Jul 2010

Junior Software Engineer

GFT, Milano (Italy)

- IT Project management and coordination for the development of internal help desk system for managing online banking platform.
 - Release Manager; Process change rollouts including change management, notifications and end-user training.
 - Designed various databases for a wide variety of banking applications.
 - Cyber security data handling for bank back-office application.
 - Design, development and maintenance of bank back-office application and other SW applications strictly connect to the daily and passive banking activities.
- Business or sector** Business Services and IT Consultancy in the Financial sector.

EDUCATION AND TRAINING

From Dec 2004 – To Jul 2007

Master's Degree in Computer Science Engineering

University of Genoa, Italy

Computer Science Engineering; Design and Management of Information Systems; Semantic Technologies; Industrial Automation; Management Engineering.

From Sep 2001 – To Dec 2004

Bachelor's Degree in Computer Science Engineering

University of Genoa, Italy

Computer Science Engineering; Design and Management of Information Systems; Semantic Technologies; Automatic Controls.

PERSONAL SKILLS

Mother tongue(s)

Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
Chinese	A1	A1	A1	A1	-
English	C1	C2	C2	C2	C1

Cambridge English First (FCE).

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills

Excellent interpersonal and communication skills with the ability to formulate and articulate technical, contractual, financial and value points with partners, customers while communicating effectively at all levels within an organization. Strong relationship-building skills and ability to open doors and close deals. Proactive in the provision of feedback and the delivery of ideas.

Organisational / managerial skills

Consolidated technical leadership skills extending to the strategic development of cutting-edge products and innovative processes, together with a technical programme management and key customer interfacing. Sharp strategic acumen and ability to manage ambiguity with excellent analytical and problem-solving skills. Proven ability in understanding of Waterfall, iterative and lean Agile development in respect to any project delivery. Strong attention to detail, committed, highly entrepreneurial, creative, open-minded, persistent and highly collaborative, with a passion for digital transformation and the ability to quickly learn about new industries/technologies. Proven team builder, encouraging and supporting creative and innovative thinking in others for creating an open and dynamic environment in which people can express themselves and can contribute fully as part of a team.

Job-related skills

Gained multi-annual international and multi-cultural industrial experience; the knowledge and full comprehension of how Information Technology is transforming multiple industries business, the society and people living with the introduction of innovative/disruptive digital assets. Clear understanding of customers' needs, market dynamics and its digital trends. Able to build effective relationship, and quickly grasping and evaluating business opportunities with key Stakeholders. As a confident entrepreneur my experience covers all the business aspects of Digital Innovation including market dynamics, digital trends, digital analytics, M&A, bid management, client engagement, effective partnerships, programme management.

Computer skills

- Software Development Life Cycle.
 - Product Development Tools: Atlassian Jira, Asana, Trello.
 - Programming: C/C++, Java, JavaScript, JUnit, Sql, Pl/Sql, Hibernate, COBOL.
 - Document versioning system: Google Drive, MS SharePoint, Atlassian Confluence.
 - Database designer and administrator: Oracle DB 10g/11g, Oracle MySQL, IBM DB2.
 - Application/web server: Tomcat, Apache, Oracle Glassfish, Oracle WebLogic 10, IBM WebSphere.
- Building Automation: Schneider Electric Certification on "Struxure Building Operation" (93/100)
B

Other skills - Certification
Driving licence

ADDITIONAL INFORMATION

Conferences

- IoT Expo London 2018 (London, United Kingdom – 2018)
- AI Expo Global (London, United Kingdom – 2018)
- World AI Summit 2017 (New York City, USA – 2017)
- H2020 - ICT Proposers' Day 2016-2017-2018-2019 (different location across Europe)
- Innovation Roundtable Summit 2016 (Copenhagen, Denmark 2016)
- MADEexpo (Milano, Italy - 2015)
- Bahrain International eGovernment Forum 2015 (Bahrain – 2015)
- Factory of the Future Brokerage Event (Istanbul, Turkey – 2013)

Social / Volunteering Activities
From Feb 2013 – To Aug 2018

Vice President of Operations and Communication Manager for Basket in Carrozzina "BIC" Genova, the Genoese wheelchair basketball and Special Olympics association affiliated to the Italian National Wheelchair Basketball Federation (FIPIC) and the Italian Paralympic Committee (CIP).