PERSONAL INFORMATION

Andrea Cavallaro

Dynamic, enthusiastic, professional, experienced, I am incredibly tech-savvy, client-focused, results-driven innovation advisor with several years in programme and people management experience seeking exciting and challenging new opportunities.

WORK EXPERIENCE

From Jun 2022 – To Present

Chief Operating Officer
Tera s.r.l. (Italy)

- Responsible for providing strategic, operational and programme leadership for TERA s.r.l. together with the goal of leveraging more R&D throughout both the national and the European base.
- Successfully coordinated bid writing of 8 (eight) proposals under Horizon Europe research framework programmes with an aggregate winning rate of about 37 precent and mobilising almost 1 million euro.

Business or sector Information Technology,IoT edge computing, EnergyTech, Digital Energy, Smart Buildings

From Mar 2022 – To Present

Technical Expert (Freelance)
Consilience Ventures, London (United Kingdom)

Advise and support their portfolio companies, recommend investments opportunities, and refer new business experts.

Business or sector Information Technology, MedTech, PropTech, CleanTech, and EnergyTech.

From Dec 2020 – To Present

Director
Cool Innovation Consulting Ltd, London (United Kingdom)

- Supports digital transformation in organisations with consultancy services ranging from conceptual design of sustainable (towards Net Zero), user-oriented, future-proof digital solutions, strategic positioning, go to market strategies, technological adoption, and business planning.
- Mid-market M&A and Innovation advisor.
- Mentor and Agile Coach dealing with start-ups and innovative SMEs.
- Instilled open innovation mindset and assisting 5 (five) start-ups in accessing public and private funds.
- CSPO® for innovative EnergyTech, CleanTech, PropTech, and MedTech solutions.
- Programme manager for the delivery of 11 (eleven) projects on energy retrofits and the impact of innovative IoT Net Zero smart devices for residential, commercial, and logistic buildings.
- Successfully coordinated bid writing of 16 (sixteen) proposals under Horizon Europe and Innovate UK research framework programmes with an aggregate winning rate of about 30 precent and mobilising more than £2.8 million.
- Evaluator of EU-funded projects and Open Call proposals.

Business or sector Information Technology, Innovation, Consultancy, PropTech, EnergyTech, and MediaTech.

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 mobilising more than £1.3 million.
- Evaluator of EU-funded projects and Open Call proposals.

Business or sector Engineering Consultancy, Digital 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 Deputy CTO/ 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 to support Product Development activities.

- Orchestrated the regional (UK, Germany, Italy, and Czech Republic) and Pan-European public fund opportunities (H2020) strategy for the Global R&D organisation with an aggregate winning rate of about 38 percent on the top of 18 (eighteen) submitted proposals.
- Evaluator of EU-funded projects and Open Call 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.
- Successfully managed the business development, proposal writing, resources and financial management, and coordination of 7 (seven) large innovative R&D European funded projects (FP7 and H2020.
- 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 CO_2 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 an online banking help desk system platform.
- Release Manager: Process change rollouts.
- Designed various databases for a wide variety of banking applications.
- Cyber security data handling for bank back-office application.
- Design, development and maintenance of passive banking back-office applications.

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	
A1	A1	A1	A1	-
C2	C2	C2	C2	C2

Chinese — A1, A1, A1, A1, -
English — C2, C2, C2, C2, C2

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.
Other skills - Certification	Building Automation: Schneider Electric Certification on "Struxure Building Operation" (93/100) Certified Scrum Product Owner®
Driving licence	European

ADDITIONAL INFORMATION

Publications	▪ Innovation and Research Roadmap ¦ HAL CCSD (2015) ▪ Smart Cities Community Description ¦ HAL CCSD (2015) ▪ Ontologies & datasets for energy measurement and validation interoperability ¦ HAL CCSD (2015) ▪ Ontologies and datasets for energy management system interoperability ¦ HAL CCSD (2015) ▪ Vision of energy systems for Smart Cities ¦ HAL CCSD (2014) ▪ Application of Acoustic Sensing Technology for Improving Building Energy Efficiency ¦ SEIT (2014) ▪ ICT Roadmap for Energy-Efficient Buildings ¦ Research and Actions, Lulu.com (2013)
Projects	▪ InCUBE ¦ An INClUsive toolBox for accElerating and smartening deep renovation ¦ HORIZON (2022-2026) – Product Manager ▪ REHOUSE ¦ Renovation packagEs for HOlistic improvement of EU's bUildingS Efficiency, maximizing RES generation and cost-effectiveness ¦ HORIZON (2022-2026) – Product Manager ▪ DMOC ¦ Distributed Manufacturing for Off-site Construction ¦ Innovate UK (2019) ▪ TACR CZ and BMBF Germany (2018) ▪ BEinCCPS ¦ Business Experiments in Cyber Physical Production Systems ¦ H2020 (2015-18) ¦ Open Call Winner Project Manager ▪ EeB-CA2 ¦ EeB Cluster Activities Coordination Action ¦ H2020 (2015-17) ¦ Project Manager ▪ ETA4B ¦ Energy Trusted Advisor for Buildings ¦ H2020 SMEi – Phase 1 (2015) ¦ Product Manager ▪ DIMMER ¦ District Information Modelling and Management for Energy Reduction ¦ FP7 (2013-16) ¦ Project Manager ▪ Ready4SmartCities ¦ ICT Roadmap and data interoperability for smart cities (FP7 2013-15) ¦ Project Coordinator ▪ S4ECoB ¦ Sounds for Energy Control of Buildings ¦ FP7 (2011-15) ¦ Project Coordinator ▪ IREEN ¦ The ICT Roadmap for Energy-Efficient Neighbourhoods ¦ FP7 (2013-15) ¦ Technical Contributor ▪ EFFESUS ¦ Energy Efficiency for European Historic Districts Sustainability ¦ FP7 (2012-16) ¦ Technical Project Manager ▪ SportE^2 - ICT for Energy Efficiency in European Sport Facilities ¦ (FP7 2010-14) ¦ Project Coordinator ▪ INDICATE ¦ International Network for a Digital Cultural Heritage e-Infrastructure ¦ FP7 (2010-12) ¦ Technical Development ▪ ICT4E2B Forum ¦ FP7 (2009-12) ¦ Project Manager ▪ Energy Warden ¦ FP7 (2009-12) ¦ Project Manager ▪ CrIP ¦ European Construction Information Platform (Direct Contract European Commission 2010-12) – Technical Development
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).