

PERSONAL INFORMATION

Andrea Jester


WORK EXPERIENCE

Since January 2013

Business or sector: Consulting Services

Executive Partner
Nerosubianco Srl, Mantova (Italy)

Head of Venice Department: Responsible for

a) SME technology transfer and innovation projects:

Enterprises supported in their R&D strategies:

- Large Enterprises (Coating, Machinery, Acoustic; Wood)
- SMEs (Health, Pharmacy, Wood, Furniture, Plastics)
- Start Ups (e-commerce, Health, IoT)

b) Strategic Consulting in the field of R&D and Innovation oriented Transnational Partnership Development with a specific focus on the following countries: Italy, Austria, Germany, France, Belgium, Netherlands, Denmark, Finland, Sweden, Switzerland, Slovenia, Spain, Portugal, Croatia, Hungary, Poland

c) Eu funding strategy planning in the fields of SMEs' R&D and innovation with a specific focus on 2 domains: Smart Production (Additive Manufacturing, IoT, Predictive Maintenance, Virtual Commissioning, Lean Production Systems) and Digital Health (IoT, Big Data, Digital Management Systems)

Most Relevant **Technology Transfer initiatives:**

- Intellimech & Km Rosso: establishing a transnational network of R&D centres focused on Smart Factories and Industry 4.0 pilots
- Confindustria Vicenza: supporting digital innovation audits and coaching to affiliated enterprises
- CNA Veneto: identify service criteria of the regional Digital Innovation Hub
- Group of Italian SMEs focused on IoT in the fields of health, logistics and predictive maintenance: connection to industry peers in Central European areas to strengthen the R&D and business potential
- Directly managed and coordinated innovation processes with 12 large Italian enterprises in the packaging and Film Industry, domotic industry, Gold and Aluminium Alloys, Fitness & wearables, IoT, Maintenance of electronic

equipment, Telemedicine and Telemonitoring devices, Web Application for the Publishing Industry, Water Management.

Strategic Consulting initiatives:

I am currently engaged in supporting private and public organizations, specifically:

- 3 Large Italian Enterprises, in creating a strategic roadmap for expanding their international alliances in the field of applied research and product development
- 6 medium sized European enterprises in creating their financial strategy to support their mid-term innovation projects
- A network of 15 companies from 6 different countries in structuring their internal innovation processes, including solution scouting methodologies, Product and Process Lifecycle management processes, innovation alliance management and transnational project management
- 4 regional authorities (Italy, Austria) in the creation of a digital innovation oriented ecosystem

EU Funding Strategy planning:

- The EU project strategy which I am used to apply is to identify significant project partnerships where enterprises may either benefit from the partnership or knowledge OR be providers of technology solutions OR may test new technologies (validators / demonstrators).
- Most relevant Projects prepared and approved within the above listed domains:
- SUNFRAIL Project (Public Health 2014 Call) – IoT based systems for fall prevention
- SMACC – Smart City Coaching Project (Erasmus Strategic Partnership Call 2014) – coaching system to support smart city managers
- 3D Central (Interreg Central Europe, 2015 Call) – Rapid Prototyping in the EU manufacturing system
- I-Con (interreg Central Europe, 2015 Call) – Innovation in the food industry
- WPS System (Horizon SME Instrument 2015 Call) – Digital Health start up
- S34Growth (Interreg Europe, 2015 Call) – Smart Specialization Strategies and Smart Industry
- Technology Transfer Training: a European Blueprint (Erasmus Strategic Partnership 2016 Call) – Tech Transfer Methodology
- Care4Tech (Interreg Alpine Space, 2016 Call) – Smart Living Technologies
- Digital Life (Interreg Central Europe, 2016 Call) – Digital Health
- Labs4SMES (Interreg Italia Austria, 2016 Call) – Creation of a FabiLab Network
- Smart Production (Interreg Austria Slovenia, 2016 Call) – Supporting Smart Industry plants
- SURFACE – Circular Economy (Interreg Central Europe, 2016 Call) – Circular Economy
- Strategie di Internazionalizzazione per produttori di device di telemedicina (FESR Emilia Romagna, 2016 Call) – Internationalization of R&D projects
- S3HubsinCE – Digital Innovation (Interreg Central Europe, 2018 Call) – Creation of a EU ecosystem to support digital innovation in medium enterprises
- DITA – Digital Transformation Atlas (Erasmus Plus Strategic Partnership, 2018 Call) – Creation of a transnational map of Training Competence Centers for SMEs in the field of Digital Industry

January 2013 – December 30th
2014

Business or sector: Consulting Services

Temporary Manager

Comune di Venezia, Venice (Italy)

Temporary Manager: Coordinator of the SEE Thematic Capitalization Pole "Innovative Services for SMEs".

Main focus on creating connections within 12 SEE funded initiatives focused on SME's support services, innovation and business incubation. Responsible for delivering the dedicated Recommendation Paper on SMEs and Access to Finance. Work has been based on individual interviews with 34 SMEs throughout the European Union. In charge of delivering an internal assessment Report based on project benchmark in the South east programme area

January 2012 – May 30th 2015

Business or sector: Consulting Services

Temporary Manager

Comune di Venezia, Venice (Italy)

Temporary Manager: coordinator of the transnational partnership of the EASE & SEE project funded under the SEE 2007-2013 Interreg programme.

Special focus on a) thematic project components: creating links and business opportunities between social enterprises and "traditional" for profit enterprises (65 interviews done in 30 months, including newborn companies and spin-offs), b) internal quality assurance process, c) set up and review financial management processes.

January 2004 – December 2012

Business or sector: Consulting Services

Director EU Project Department

CoGeS Società Cooperativa Sociale, Venice (Italy)

Coordinator of the EU project development unit focused on social, health & digital innovation and knowledge transfer. Main customers: Regions, Municipalities, Health Departments, Regional Development Centers, Small Enterprises.

Within this unit I have been in charge of a) coordinating project accounting and financial units, b) designing and delivering project applications, c) coordinating project management teams, d) implementing a cross sectorial monitoring and evaluation procedure with a view to assessing and capitalizing results of EU funded projects.

I have been directly involved in preparing and finalizing 14 big EU projects (Total amount of more than 40 million euros in the form of grants and additional 50 million euros in the form of follow up investments), involving an overall amount of more than 50 enterprises, 20 public authorities and 40 Research and Development Centers.

January 2014 – December 2016

Business or sector: Consulting Services

Consultant

H-Farm SpA, Treviso (Italy)

H-Farm Accelerator Program

Temporary Manager: support and mentoring in innovation and alliance programs of incubated IT SMEs (8 SMEs assigned).

Monitoring evidences of technology transfer initiatives initiated by H-Farm

January 2012 – May 2013

Business or sector: Consulting Services

Temporary Manager

Regione del Veneto Venice (Italy)

Temporary Manager: coordinator of the transnational partnership of the ReTHI project (DG Employment) and related stakeholders network. Responsible for content development in cooperation with EuroHealth Net.

January 2002 – December 2003

Business or sector: Consulting Services

Temporary Manager

Technogym SpA, Gambettola (Italy)

Head of Marketing Development Unit for IoT and Digital Devices. Main responsibilities: business and financial feasibility studies and analysis of new market niches in the field of wellness and health care services. Member of the transnational Technogym technology transfer working group

Special knowledge on implementing international research projects on biomedical devices

January 1997 – December 2001

Business or sector: Health

Partner

ATHOS SpA, Venice (Italy)

Business Analyst and director of international projects on ICT and technology transfer management projects. Main responsibilities: development of innovative business areas in cooperation with SAP Italia, Oracle and Lotus Notes/IBM.

January 1996 – December 1996

Business or sector: Consulting Services / ICT

Consultant

Consorzio Venezia Ricerche, Venice (Italy)

Business Analyst in cooperation with Cà Foscari University: in charge of analysing business needs of the first 25 enterprises hosted at Vega Science and Business Park of Venice.

Business or sector: Consulting Services / ICT

EDUCATION AND TRAINING

1996 Bachelor Degree – Level 6

Università degli Studi di Venezia – Cà Foscari (Italy)

- Business Administration
- Title of Degree Thesis: Analysis of 125 Telecentres world wide and their role in redesigning innovation processes.

2004 Postgraduate Certificate – Level 7

Università della Tuscia – Viterbo (Italy)

- Eu Project Planning
- Title of Degree Thesis: Assessing Impact of EU Programs in a long term perspective

PERSONAL SKILLS

Mother tongue(s) Italian and German

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C1	C1	C1

Communication skills

Good communication skills gained both through my experience as coordinator of transnational teams as well as trainer for private and public organizations (the latter ones since 2007, with a specific focus on Regional Authorities – Refer to Conferences, Trainings and Seminars)

Organisational / managerial skills

Replace with your organisational / managerial skills.

- leadership (currently coordinating a team of 20 people based in 5 different countries) and managing multidisciplinary teams gained both through professional experience as well as to my personal life history (I have been living for 6 years in Austria, 1 year in the USA, 6 months in Germany)
- evaluation: project, process and outcome evaluation (both in terms of business performance as well as in terms of rated project performance and impact)
- administrative and budgeting skills gained both during project accounting related activities as well as during my role within Coges and my current role of executive partner in Nerosubianco (especially: budgeting, financial planning, financial monitoring, setting up of project accounting systems)
- analysis and attention to details, which have always been necessary both for coordinating and managing sophisticated project combinations as well as for guiding the departments and enterprises I have been working for
- problem solving which has always been necessary for the roles I have been playing in projects and in enterprises
- strategic development, which is currently the most relevant part of my work when it goes to design and plan strategic at transnational level for both public and private actors

Job-related skills

- Good knowledge of the overall European Innovation system gained both during my working period in Coges as well as during my current position with Nerosubianco
- Strong connection to all relevant Industry 4.0 & Factories of the Future initiatives in Europe

Computer skills

Proficiency with **Windows, Microsoft Office (Word, Outlook, Excel, PowerPoint, Access)**
 Good knowledge of **Social Media networks** (Facebook, Twitter, LinkedIn, YouTube) as dissemination and promotional tools, excellent use of Internet (navigation, researching, etc.), basic experience with **SPSS, Photoshop, Joomla, Drupal and Magento**.
Currently engaged in co-designing a Klipfolio based data visualization tool.

Other skills

Horizontal skills:

- Procedures referred to EU Calls for Proposals and Call for Grants
- Project Planning
- Project Accounting
- Budget and financial planning

Thematic skills:

- Technology Transfer processes (current cooperation with AFIL Lombardia and CSMT which form a technology driven cluster on health and manufacturing technologies)
- Digitalization & SMEs

Driving licence

Driving licence category: B

ADDITIONAL INFORMATION

Conferences, Trainings and
Seminars: Speaker and
Trainer

June 30, 2017: Rome, Ministero della Salute / ProMis - "Horizon 2020: opportunità per la ricerca e l'innovazione in Europa – Future Call 2018-2020"

September 12, 2016: Trieste, "Strategie di successo per I Progetto di Ricerca e Sviluppo in ambito europeo"

April 21-23, 2015: Graz, "Managing Eu Networks in Health Technology Transfer Projects" (Trainer: 12 hours; English)

February 22 – March 28 2015: Trento, Progetto Mattone Internazionale "La Programmazione Europea in ambito socio-sanitario / EU Programs for social and health care authorities" (Trainer: 32 hours)

January 14 – January 27 2015: Torino, Novara, Alessandria, Progetto Mattone Internazionale "La Macchina Burocratica nella gestione dei fondi europei / Administrative Mechanisms in EU Grant Management" (Trainer: 28 hours)

October 7 – November 17 2014: Bergamo, ASL BG, Progetto Mattone Internazionale, "La Progettazione Europea per il Work Life Balance / EU Programs and Strategies in the field of Work Life Balance (Trainer: 32 hours)

June 26 2014: Chiavari, ASL 4 chiavarese, Progetto Mattone internazionale, Seminar "Ricerca e costruzione delle opportunità per la progettazione europea / Eu Partnerships (Speaker: 4 hours)

February 25-26 2014: Nova Gorica (Slovenia), Seminar "Gli strumenti finanziari per il potenziamento dei servizi socio sanitari / Financial Instruments to strengthen social and health care policies" (Speaker: 8 hours)

December 4-5 2013: Padova, Comune di Padova, Training Workshop Corso "La nuova programmazione 2014-2020 e le opportunità per gli enti locali / The new programmin period and local authorities (Trainer: 16 hours"

September 26 2013: Roma, Progetto Mattone internazionale, Training course "Il Grant agreement e la pianificazione esecutiva / Grant Agreement and Operations" (Trainer, 6 hours)

May 14-15 2013: Roma, Progetto Mattone Internazionale, Corso "La Gestione del Progetto / Managing EU Grants" (Trainer: 6 hours)

May 6, 2013: Bologna, Progetto Mattone Internazionale, Corso "La stesura del progetto e la costruzione del budget / Writing effective projects and budgets" (Trainer: 6 hours)

September 18-19, 2012: Padova, Comune di Padova, Corso di formazione sulla programmazione e progettazione europea in ambito socio-sanitario rivolto a tutte le direzioni del Comune / EU Programs for public administrations (Trainer: 12 hours)

October 3 2012: Bari, Progetto Mattone Internazionale, Corso sugli strumenti e sulle strategie per la progettazione e la gestione dei progetti in ambito sanitario / Planning and managing EU projects in the health sector (Trainer: 4 hours)

September – December 2012: Azienda ASL Torino 3, "Mettiamo la Rete in rete", laboratori di euro progettazione / Setting UP Eu project networks and Laboratories (Trainer: 20 hours)

May – June 2012: Azienda Ulss Treviso, La Progettazione Europea: dalle istituzioni europee alle tecniche di stesura dei progetti in ambito socio-sanitario / EU: insttutional frameworks and concrete project paths (Trainer: 72 hours)

ADDITIONAL INFORMATION

Conferences, Trainings and
Seminars: Speaker and

March – May 2011: Supporting the start up of an innovative social enterprise in the field of elderly care

Trainer

(Consultant and coordinator: 80 hours)

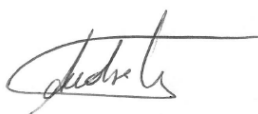
2009: Speaker - Workshop "Health and EU Policies", EAHC, Lussemburgo

2007: Trainer and Scientific Board Member - Master "Esperto della Formazione e Gestione in Organizzazioni del Terzo Settore, Università degli Studi di Padova", del modulo "Progettazione Europea"

2006: Trainer, Master in Europrogettazione – Università della Tuscia. Specific assigned Training Modules: Evaluation and Administrative Procedures

2005: Tutor, Master in Europrogettazione – Università della Tuscia

LAST UPDATED: January 13, 2020



Autorizzo il trattamento dei miei dati personali ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali".

"Consapevole che le dichiarazioni false comportano l'applicazione delle sanzioni penali previste dall'art. 76 del DPR 445/2000, dichiaro che le informazioni riportate nel cv sono veritiere"

