

PERSONAL INFORMATION

Giuseppe Scarpi



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Nationality **Italian** (Rome 27/01/1967)

Salient points

MS in Electronics Engineering (110/110 cum laude) at University of Florence.

BS in Psychology (110/110 cum laude) at UTI Uninettuno.

Managerial experience

Since 10+ years I engage in management and technical management roles. This involves and has involved: strategic business planning, development of relationship between persons (co-ordination of working groups, consensus building) and managing technical aspects (project steering, selection of modern technologies, selection of partners).

I also have had five years of operative experience in Sales and Strategic Marketing, where I further developed my planning capabilities, as well as negotiation skills.

Technical experience

As a professional electronic engineer, I spent the beginning of my career in technical activities. This involved design of customized electronic boards, and development of embedded and application software. Although I do these activities less frequently today, I still enjoy on-the-edge technologies.

Experiences with research projects

During my career, I have had various occasions to participate to funded projects, at regional, national, and European level:

- Registered EU expert revisor (ECAS expert code EX2002B024341)
- As an EU expert, revision of many FP7-SME proposals.
- As an EU delegate, two OLAF investigations on red-flagged projects.
- Main partner for one POR-CREO grant and partner for three POR-FESR grants.
- Four TIDE-Telematics projects (Technology for Integration of Disabled and Elderly people). In one of those projects, I was main contractor and responsible for the consortium management.
- One national-funded project for reduction of technological barrier for the blind (co-managed with Unione Italiana Ciechi).

Personal skills

- Excellent communication and presentation abilities, both oral and written, developed on the job, and improved with specific training.
- Capable of actively participating and interacting in any international, multi-language, multi-cultural environment.
- Good negotiation skills, thanks to a wide professional experience and my psychology studies.
- Curious and always-learning attitude.

- Strong problem-solving, “don’t-give-up” attitude.

Detailed work experience

Apr 2022 - Present

Role	Senior Engineer
Company	R2M Solution S.r.l.
Business or sector	Innovation accelerator, ICT high-tech VAR
My duties	<ul style="list-style-type: none"> - Management of (or participation to) high-tech EU funded projects – currently KITT4SME and MEZeroE. - Support in Innovation transfer activities for our customers on hi-tech topics. - Business development for expanding ICT department. Identification of customers and opportunities, technological scouting, creation of alliances and partnerships.

Mar 2017 – Mar 2022

Role	Senior Engineer
Company	Powersoft S.p.A.
Business or sector	Design and manufacturing of professional audio devices
My duties	<ul style="list-style-type: none"> - Definition of high-level technical architecture, based on Customer requirements, internal specifications, and cost/time constraints. - Technical management of the internal and external resources - Definition of functional requirements for firmware and software engineers

May 2008 – Dec 2017

Role	C.T.O.
Company	M.d.C. Technology
Business or sector	contract electronic design
My duties	<p>My main task was to co-ordinate a development team of engineers to fulfil contract requirements: specifications, budget, delivery time.</p> <p>As one of the owners of the company, I played a fundamental role in seeking new business opportunities and developing the existing ones.</p>

May 2005 – May 2008

Role	Sales manager
Company	Midland Europe – Reggio Emilia – Italy
Business or sector	professional and consumer radio communication
My duties	<p>Midland Europe (former CTE International) is a leading company in the market of radio communications, both professional and consumer.</p> <p>I improved and expanded the sales network in Central Italy, coordinated sales agents, and followed key accounts like Police forces and large Municipalities.</p>

Dec 2003 – Apr 2005

Role	Sales manager
Company	OTE (now Leonardo) – Firenze – Italy
Business or sector	Professional radio communication
My duties	I contributed to the creation and co-ordination of an Italian resellers and distributors network, aimed at selling TETRA to non-governmental Customers like large private companies, refineries, ports, and airports.

Jan 2001 – Nov 2003

Role	Marketing manager
Company	OTE (now Leonardo) – Firenze – Italy
Business or sector	professional radio communication

Resume of Giuseppe Scarpi

My duties	I supported Sales forces in improving awareness and appreciation for the company's products and technology. I travelled to most EU countries to meet key customers (Police forces and Telcos) to support the selection of our professional digital radio equipment.
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Jan 1999 – Dec 2000

Role	Senior Project Manager
Company	Telecom Italia – Direzione Clienti Top Centro Nord
Business or sector	Telecommunications
My duties	I designed complex architectures with application software hosted in server farms and delivered by top-class network infrastructures. During the negotiation, I supported the sales forces to successfully close the bid. Afterwards, I coordinated internal and external workforces until the delivery of the complete solution. Among the projects I successfully completed: ASL (local health center) Ascoli Piceno, ASL Ravenna, ASL Perugia, CUP Bologna.

Dec 1997 – Dec 1998

Role	Coordinator of research projects
Company	ATOP – Barberino Val d'Elsa
Business or sector	industrial manufacturing
My duties	My job at ATOP was to co-ordinate regional-funded research projects and to analyze innovative technologies (e.g., high-speed cameras, new PLCs) to improve manufacturing processes.

Dec 1994 – Dec 1997

Role	Researcher
Company	TILAB (former CSELT) – Torino Italy
Business or sector	Telecommunications
My duties	I worked on making new communication technologies more accessible to elderly and disabled people. I participated as partner and/or responsible to four EU-funded TIDE Telematics projects, in a highly international context.

Dec 1993 – Dec 1994

Role	Software developer
Company	Axis – San Casciano in Val di Pesa- Italy
Business or sector	industrial manufacturing
My duties	My duty was to develop the software for a new rotor winding machine.

Education and training

Degree 110/110 “cum laude” in Electronics Engineering (1992)

University of Firenze - Italy

Degree 110/110 “cum laude” in Psychology (2022)

UTIU Uninettuno – Italy.

Languages

Native language(s) **Italian**

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C2	C1	C1	C2

Resume of Giuseppe Scarpi

French	A2	B1	A1	A1	A1
German	A2	A1	A2	A2	A1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user

Driving License

B

Other information

I am available to occasionally travel in Italy and abroad.