


**Nikola**  
**Balić**


**DATE OF BIRTH:**  
21/06/1983

## CONTACT

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## ABOUT ME

I am a Ph.D. candidate with the topic of Digital Transformation and a digital native with a background in Computer Science. I have been advising startups and SMEs in business creation and technology-driven innovation projects. As Head of the Science and Innovation department, I have participated in the creation of educational programs and projects facilitating them. With 10 years of professional and practical experience in project management and evaluation and IPR management, I have helped institutions, researchers and companies to optimize and exploit their potentials.

## WORK EXPERIENCE

**01/02/2020 – CURRENT**

### Head of Department for Science and Innovation

University of Split

Coordinating the activities of Technology Transfer Office, Science Office, Projects Office and Research and Development Office. European IP Helpdesk Ambassador. Member of European University of the Seas subcommittee for RDI. Project manager of Bluedih EDIH candidate. Member of the EEENIMAC Advisory Board. Organising and leading various capacity building and training activities from 1:1 trainings to workshops and seminars. Expert in EASME-IPDIA-SME - Intellectual Property pre-diagnosis services for Horizon Europe participants.

Split, Croatia

**09/2020 – CURRENT – Zürich , Switzerland**

### Advisor to the Management

numarics AG

Advising fintech startup poised to disrupt accounting with AI and automation.

**11/2018 – CURRENT**

### Owner and Advisor

Pulent

Business development and growth, inbound marketing and content creation consultancy.

Split, Croatia

**12/2019 – 10/2020**

### Project Manager

UNIST Tehnološki park d.o.o.

Development of the first technology park in Split.

Split, Croatia

**11/2018 – 02/2020**

### Head of Project and Technology Transfer Office

University of Split

Managing 30 million EUR investments in research and infrastructure.

Split, Croatia

**07/2018 – 01/2019**

### Growth Advisor

LINK Marketing Services AG

Planning and implementing inbound marketing and pre-sales strategy for digital products spin-off of the leading market research institute.

Luzern, Switzerland

11/2017 – 05/2018

**Business Development Manager**

MF Herba d.o.o.

Developed 2 new products and implemented digital processes in dietary supplements and nutrition industry resulting in 50% YoY growth.

Klis, Croatia

08/2017 – 07/2018

**Growth Advisor**

Stella Mediterranea d.o.o.

Supporting the growth and digital transformation of a small company toward medium-size integrated business in food processing and tourism niche.

Klis, Croatia

06/2017 – 07/2017

**Computer Science Program Coordinator**

Aspira Private University College

Split, Croatia

05/05/2013 – 31/03/2017

**Project Manager and Innovation Advisor**

University of Split, Technology Transfer Office

Split, Croatia

01/01/2011 – 04/05/2013

**Innovation Manager**

University of Split, Technology Transfer Office

Split, Croatia

01/10/2009 – 31/12/2010

**Technology Transfer Specialist**

Faculty of Natural Science, Technology Transfer Office

Split, Croatia

## EDUCATION AND TRAINING

10/2001 – 01/2009 – Split, Croatia

**Master in Computer Engineering - mag. ing. comp.**

University of Split, Faculty of Electrical Engineering, Mechanical Engineering and Naval Architectu

EQF level 7

10/2020 – CURRENT

**PhD in Computer Science candidate**

University of Split, Faculty of Electrical Engineering, Mechanical Engineering and Naval Architectu

LANGUAGE SKILLS

MOTHER TONGUE(S): Croatian

OTHER LANGUAGE(S):

English

Listening C2	Reading C2	Spoken production C1	Spoken interaction C1	Writing C1
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Bosnian

Listening C2	Reading C2	Spoken production C2	Spoken interaction C2	Writing C2
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Serbian

Listening C2	Reading C2	Spoken production C2	Spoken interaction C2	Writing
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DRIVING LICENCE



Driving Licence: B

# PROJECTS

## Projects

### Project management:

- Science and innovation center of University of Split, ERDF (>1 mil. €, 2020/2023)
- Functional integration of the University of Split, PMF-ST, PFST and KTFST, ERDF (>10 mil €, 2018/2021)
- Putting the newly-built animal facility into service at the University of Split, ERDF (>3 mil €, 2019/2020)
- Technology transfer infrastructure in the Croatian Adriatic region, TTAdria, IPA/ERDF (<1 mil €, 2013/2015)
- Services in Support for Business and Innovation in Croatia - Key Account Management, SSBI-CRO-KAM3, Horizon 2020 (<50k€)
- Services for enhancing the innovation management capacity of SME's in the Enterprise Europe Network, SSBI-CRO-KAM-2, Horizon 2020 (<100k€, 2015/2016)
- Establishing services enhancing the innovation management capacity of Croatian SME's through the Enterprise Europe Network, SSBI-CRO-KAM, Horizon 2020 (<50k€, 2014)
- Split Innovation Hub Experiment, SIHE, U.S. Embassy Zagreb (<10k€, 2012/2013)
- Startup Challenge at Shift Conference 2014, U.S. Embassy Zagreb (<10k€, 2014)

### Implementation and/or administration:

- European University of the Sea (SEA-EU), Erasmus+, (<1 mil €, 2019/2022)
- Reinforce sustainable actions, resilience, cooperation and harmonisation across and by the SEA-EU alliance, Horizon 2020 (<2.000k€, 2021/2023)
- Development of an entrepreneurial incubator for high-tech companies, University of Split, ERDF (>3 mil €, 2019/2020)
- Services in Support for Business and Innovation in Croatia, 2015-2020, SSBI-CRO, European Commission (COSME) (<1.000k€, 2015/2020)
- Services in Support for Business and Innovation in Croatia, 2008-2014, SSBI-CRO, European Commission (CIP-EIP) (<1.000k€, 2008/2014)
- Devices with selfadjusting protocol for media access control, HAMAG-BICRO UTT-pp (<50k€, 2016/2017)
- Automatic recording and verification of specimens in rock mechanics, HAMAG-BICRO UTT-pp (<50k€, 2016/2017)
- The device for ecological apiary treatment against Varroa spp. Parasites, HAMAG-BICRO UTT-pp (<50k€, 2016/2017)

### Support and supervision:

- RNazaH2A as a new target in diagnosis and treatment of urinary bladder tumors, HAMAG-BICRO PoC (<50k€, 2016/2017)
- High-frequency ultrasound diagnostic probe for advanced ophthalmological applications (microOPHTASOUND), HAMAG-BICRO PoC (<50k€, 2016/2017)
- The modular concept of integral aluminium construction of a hybrid photovoltaic and thermal panels for ventilated facades, HAMAG-BICRO PoC (<50k€, 2016/2017)
- Experimental verification of possible application of stone pebbles for seismic base isolation of buildings, HAMAG-BICRO PoC (<50k€, 2016/2017)
- Integralni sustav radijskih komunikacija i nadzora plovidbe u marinama, HAMAG-BICRO PoC (<50k€, 2013/2014)
- Izrada prototipa stroja za proizvodnju segmenata pužnih transporterata iz tvrdog navarenih limova, HAMAG-BICRO PoC (<50k€, 2013/2014)
- Shell guardian, HAMAG-BICRO PoC (<10k€, 2011)

## ORGANISATIONAL SKILLS

### Organisational skills

A quick and smart leader with strong motivation to acquire new skills with experience in managing and leading local and remote agile (<10) and medium (30) sized teams towards measurable results. Successfully organised and hosted workshops, conferences and brokerage events at international fairs.

## COMMUNICATION AND INTERPERSONAL SKILLS

### Communication and interpersonal skills

Experienced in the public relations including planning, coordinating, implementing and general dissemination of project results.

Strong presentation skills gained by presenting to large groups of scientists and entrepreneurs, delivered more than 100 presentations. Strong interpersonal skills developed in direct individual and group work as innovation and business adviser and facilitator.

## JOB-RELATED SKILLS

### Job-related skills

Hands-on experience in creating and growing new products and services, both off-line and on-line, through inbound marketing, automation and reporting.

Extensive knowledge and experience in preparation and implementation of projects with hands-on experience on Horizon 2020, COSME, Interreg, ERDF and US Embassy projects. Direct experience in evaluation/implementation/monitoring of projects under the national Proof of Concept funding and IRCRO.

Developed various legal and strategic documents: IP Policy of the University of Split, Consortium Agreements, Research and tech. strategies, IP assignments, Feasibility Studies, various contracts, etc. Experienced in managing public procurement under PRAG, World Bank and national rules.

## CERTIFICATIONS

### Certifications

- Business Model Innovation, IMP<sup>3</sup>rove – European Innovation Management Academy, EWIV (2020)
- Introduction to Sustainability-driven Innovation Management and Tools, IMP<sup>3</sup>rove – European Innovation Management Academy, EWIV (2020)
- Agile Innovation Project Management, IMP<sup>3</sup>rove – European Innovation Management Academy, EWIV (2020)
- Introduction to Human-Centered Design, IDEO.org (2020)
- Advanced Course on Collective Management of Copyright and Related Rights for Collective Management Organisations, World Intellectual Property Organization (2017)
- EuKTS Associate, European Knowledge Transfer Society AISBL, Brussels (2016)
- Academy for implementation of projects under structural funds, Project Equals Development (PJR Consulting) Ltd. (2015)
- IMP<sup>3</sup>rove guide, A.T. Kearney GmbH and Fraunhofer Institute for Industrial Engineer (2011)
- PRO INNO EUROPE ip4inno trainer, European Patent Office (2010)
- Advanced Course on the Basics of Patent Drafting certificate, World Intellectual Property Organization (2010)
- Advanced Course on Patent Information Search certificate, World Intellectual Property Organization (2010)

## EVALUATION EXPERIENCE

### ● Evaluation experience

- Evaluator for Interreg HU-HR
- Evaluator for IRCRO projects fro HAMAG-BICRO
- Pre-evaluation of "Proof of Concept" projects for HAMAG-BICRO

## COURSES

### ● Courses

- HEInnovate Train the Trainers, Brussels, DG Education & Culture, OECD (2020)
- IP negotiation masterclass, Berlin, EPO & LES (2019)
- Developing leadership and collaboration skills and competencies, Split, EEN, EASME (2019)
- European Macro-Regional Innovation Week, Trieste, European Commission, DG Joint Research Centre (2016)
- IP valuation with IPScore, European IPR Helpdesk in collaboration with the European Patent Office, supported by the EASME and D.G. Growth (2015)
- Seminar for innovation advisers, EASME, Brussels (2015)
- Change Management training, EASME, Brussels (2014)
- Technology Transfer Study Visit, L'IEEPI, Institut Européen Entreprise et Propriété Intellectuelle, Illkirch (France, 2014)
- TII Summer School 2013, Technology Innovation International (Luxembourg)
- Erasmus study visit, AREA Science Park, Trieste (Italy, 2012)
- TII Summer School 2010, Technology Innovation International (Luxembourg)
- IP training on community trade marks and designs, Office of Harmonization for the Internal Market (OHIM, 2010)
- Intellectual Property management in FP7, IPR Helpdesk, Brussels (Belgium, 2010)