



## Valter Darbe

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### WORK EXPERIENCE

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31 MAY 2019 – CURRENT

**EXPERT EVALUATOR FOR EUROPEAN COMMISSION – EUREKA ASSOCIATION AISBL**

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Expert evaluator of **INNOWIDE PROGRAMME**

Innowide is programme under Horizon dedicated to SMEs, for Viability assessment of collaborative and INNOvative business solutions in WorldWIDE markets.

28 FEB 2017 – CURRENT

**EXPERT EVALUATOR FOR EUROPEAN COMMISSION – EUREKA ASSOCIATION AISBL**

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Expert evaluator of **EUROSTARS PROGRAMME**

Eurostars is the largest international funding programme for SMEs wishing to collaborate on R&D projects that create innovative products, processes or services for commercialisation

31 MAY 2016 – CURRENT

**EXPERT EVALUATOR FOR EUROPEAN COMMISSION – INCOMERA INNOVATION AND COMMERCIALISATION IN THE NMP THEMATIC AREA**

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Expert evaluator of **INCOMERA PROGRAMME**

This programme concerns Innovation and Commercialisation in the NMP thematic area

31 MAY 2016 – CURRENT

**EXPERT EVALUATOR FOR EUROPEAN COMMISSION – M-ERA.NET SECRETARIAT**

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Expert evaluator of **M-ERA.NET PROGRAMME**

M-ERA.NET is a European network of public funding organisations supporting and increasing coordination and convergence of national and regional funding programmes on research and innovation related to materials and battery technologies to support the European Green Deal.

30 SEP 2013 – CURRENT

**INVESTORS' JURY MEMBER AND BUSINESS COACH – EUROPE-UNLIMITED SA**

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E-Unlimited is The Platform of Innovative Entrepreneurs & Investors.

As a coach and Investor Jury Member working at the European level, my role is to select emerging CleanTech, Digital, BioEconomy companies for matching with VCs, Corporate VC's and business angels. As an Investor Jury Member, I review company profiles and assess innovative businesses. As a coach for the Venture Academy, I support the selected companies for more effective business presentations to VCs and investors.

Up today, I assessed over 500 companies at European level and I built relationships with a network of about 90 International VCs

OCT 1998 – CURRENT

**ADVISOR AND LEAD AUDITOR – TUV ITALIA SRL [HTTP://WWW.TUV.IT](http://www.tuv.it)**

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Advisor and lead auditor for risk assessment for certification bodies (more than 2000 companies assessed on ISO 9001 / 14000 standard)  
Business or sector RISK MANAGEMENT

MAY 1994 – CURRENT – TURIN, Italy

#### **PROJECT & FINANCIAL MANAGER & LEGAL ENTITY REPRESENTATIVE – IGC SRL**

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##### **PROJECT & FINANCIAL MANAGER & LEGAL ENTITY REPRESENTATIVE in the following innovative funded projects:**

- **Horizon 2020 – SMEINST /18/830027 REcycled Engineered Thermo MODified wood products (Italy)**
- **Horizon 2020 – SMEINST 18/828459 SpeedyBRICK (Italy)**
- **Horizon 2020 – SMEINST /15/ 673770 DWT- 14FEDW (Denmark).**
- **Horizon 2020 – SMEINST /15/672757 ESW (Italy)**
- **Horizon 2020 – SMEINST /14/965910515 BAMBENG (Italy)**
- **Horizon 2020 – SMEINST /15/712569/ XPOLES (Italy)**
- **Horizon 2020 – SMEINST /16/698769/ ALGITECH (Italy)**
- **EcoInnovation - Eco/12/333078 – PVMOREDE (<http://www.lamiaenergia.net>)** – First Mobile Recycling Device of EOL Photo Voltaic panels
- **EcoInnovation - Eco/12/333079 – TV4NEWOOD (<http://www.tv4newood.com/>)** - Thermo Modification of Wood under vacuum.
- **LIFE 2016 - LIFE SAVE ENV/IT/000442**
- **Horizon2020-PON - Project EPlus**
- **ERA-NET Electric Mobility Europe - Project E-TRACT**
- **ERA-NET Electric Mobility Europe - Project V2G eVolution2Grid**
- **POR FESR 14/20 – Energy Efficiency & Renewable Energy in SMEs – Project Sustainable Energy**

##### **PROJECT & FINANCIAL MANAGER in the following EUROPEAN ENDED PROJECTS**

- Project Designer, Coordinator of proposal FP7 225283 under Cooperation Programme / Theme 8 / Socio-economic Sciences and Humanities (SSH);
- Project Designer e Project Manager for project ISIDE funded by ESA 2006 (European Space Agency programme / ARTES 3-4
- Project Designer e Project Manager for FP5 Reference European Seasurf EUFP5 EVK3-CT-2000-3001;
- Project Designer e Project Manager for Erblassen Project (IV<sup>o</sup> Framework Programme: Reference EUFP4 QLK3-CT01-70480.

##### **PROJECT MANAGER in the following NATIONAL ENDED PROJECTS funded under structural funds and indirect funds:**

- Project title "Digital Audiovisual supply Chain" financed by POR FESR Lazio 2007-2013;
- Project Title "Accademia dei Risorti" funded by POR FESR Toscana 2010
- Project Title "Cinema Manzoni" funded by POR FESR Toscana 2010
- Project Title "Circolo San Giuseppe" funded by POR FESR Toscana 2010
- Project title Metronome funded by Ministero dell'Industria e Commercio nel 2002
- Project title Nanovector funded by Ministero dell'Industria e Commercio nel 2002

The projects personally built, coordinated and managed, were made of consortium of international partners: Universities, research centres, industrial associations, institutions, SMEs. Thanks to that, I can boast a network of personal and official contacts and relationships at all levels in many European countries. Some projects represent to me a personal goal: the project TV4NEWOOD was awarded as one of top 5 EU best eco-innovative projects and selected by UNIDO as one of top 12 European best practices for technology and knowledge transfer for their SWITCH MED initiative.

The project PV MOREDE was selected by Energy Globe Foundation GmbH at the 2015 World Sustainability Award and by IPEM (International Private Equity Market).

Overall, I produced over 21Mln euro in funded grants and a leverage effect of about 7 Mln euro.

31 MAY 1994 – CURRENT – TURIN, Italy

#### **CEO – IGC SRL**

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**Business Sectors:** Integrated Management Consulting Services for competitive positioning enhancement and market internationalization. Management, training, and coaching for innovation, scale-up and grow in new markets, raising business performance, achieve sustainable growth, and high impact. Access to public and private equity financial resources at the international level.

##### **Management Consulting:**

- Organisational analysis
- Production efficiency and Business Process Re-engineering

- Business Planning
- Project Management
- Market development

**Innovation Services:**

- Innovation assessment
- Innovation governance
- Lean Entrepreneurship
- Customer / Market Analysis
- Intangible asset assessment and evaluation / Intellectual Property Rights management

**Funding and Financial Advisories**

- Funding strategy set up and definition of the sources and financing tools at European and international level for each phase of enterprise life cycle
- Technical and financial advisor, project manager for R&D and innovative solutions and proposals at any stage, to be developed by funding at regional, national, European, international level, including by means of IEB or Merchant Bank, Private Funds, VCs or International Development Banks.
- Financing Administration, Project Management e Partnership Coordination

**Internationalization:**

- Market Analysis
- Competitive Positioning Analysis
- Entry Strategy Definition
- Partner and Supplier search and selection
- Intellectual Property Rights Management and Commercial agreement support

31 JUL 2019 – 29 APR 2021 – San Mauro Torinese, 10099 (TO), Italy

**MEMBER OF THE BOARD – KRUSE SRL**

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Business or sector: Worldwide market leader company in varnishing plates for packaging industry.

Role: As Member of the Board I had mandate for supply chain, internal organisation, risk management and compliance. Involved in M&A operation an advisor

31 MAY 2014 – 31 OCT 2016

**EXPERT EVALUATOR FOR EUROPEAN COMMISSION – REA (RESEARCH EXECUTIVE AGENCY)**

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Expert evaluator of **HORIZON 2020 PROGRAMME**

Since 2014 I evaluated over 350 innovative projects from all EU countries.

2005 – 2014 – Varanasi 221005 , India

**PARTNER - CEO – GATE FOR ITALIAN BUSINESS LTD**

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Business advisory for Indian market penetration, networking and partnership development, market analysis, and research, feasibility studies, industry analysis, and auditing, IPR management at any stage  
Business or sector: Management Services for Internationalisation and Business Development

NOV 2004 – MAR 2006 – San Michele Mondovì, Italy

**ADVISOR - ORGANISATION MANAGER – GRUPPO SILVA – SILVACHIMICA SPA**

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Directly in staff with the CEO and the firms, I have been responsible for business reorganization, developing the industrial plan for restructuring, and competitive repositioning for the biggest Italian tanning producers. Company of about 350 employees in a Group of about 800, I redesigned the commercial organization and internal process for efficiency and international development.

DEC 1998 – MAR 2003 – MILANO, Italy

**DIRECTOR OF ORGANISATION – GRUPPO MILANOSTAMPA**

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Directly in line with the CEO and the firms, I have been responsible for business re-engineering, developing the industrial plan for restructuring and the competitive repositioning for the biggest Italian printer group having 3 production plants on national territory and over 650 employees. I have directly managed the M&A and I got the goal to achieve more than 3,5 M/€ of equity from external investors (INVITALIA); I managed directly all the relationships with Unions and Labour Ministry along restructuring negotiation process

1994 – 1999 – TORINO, Italy

**PARTNER / CEO – QUALITY NETWORK SRL**

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Quality and environmental consultancy, risk analysis and training services. fields of application: mechanical, electronic, chemical, graphic arts, engineering and building.

Business or sector **MANAGEMENT SERVICES FOR BUSINESS DEVELOPMENT**

SEP 1993 – DEC 1998

**ADVISOR AND LEAD AUDITOR – DET NORSKE VERITAS [HTTP://WWW.DNV.COM](http://www.dnv.com)**

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Advisor and lead auditor for risk assessment for certification bodies (more than 2000 companies assessed on ISO 9001 / 14000 standard)

Business or sector **RISK MANAGEMENT**

1993 – 1997

**ADVISOR AND LEAD AUDITOR – SGS [HTTP://WWW.SGSGROUP.IT/EN](http://www.sgsgroup.it/en)**

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Advisor and lead auditor for risk assessment for certification bodies (more than 2000 companies assessed on ISO 9000 / 14000 standard)

Business or sector **RISK MANAGEMENT**

1991 – 1993 – SAN MAURO TORINESE, Italy

**DIRECTOR – ALLOGRAF SRL**

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Chemical company for manufacture offset plates and chemical products for graphic industries

Business or sector **CHEMICAL / PRINT.**

1990 – 1992 – LONDON, United Kingdom

**GROUP QUALITY MANAGER – HARMSWORTH QUAYS PRINTING LTD - DAILY MAIL, EVENING STANDARD AND SUNDAY EVENING**

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One of the biggest newspaper group worldwide, I drove the technological business reengineering, managed the change management process in accord with the firm's strategies and in line with the general manager. Furthermore, I designed, implemented, and managed the whole quality assurance system.

Group Quality Manager

Business or sector **NEWSPAPER PRINTING**

1988 – 1991 – TORINO, Italy

**PROJECT MANAGER – NEBIOLO SPA**

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Roto Offset and Sheet Fed printing Machine manufacturing

Business or sector **PRINT PRESSES MANUFACTURING AND DESIGN**

1985 – 1989 – CASALE MONFERRATO, Italy

**PROJECT MANAGER – CERUTTI GROUP**

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Flexographic printing Machine manufacturing for newspaper and packaging

## ● EDUCATION AND TRAINING

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1996 – 1997 – Torino, Italy

**MASTER DEGREE IN SCIENCES AND TECHNOLOGIES OF PRINTING ENGINEERING** – Polytechnic of Turin - Italy

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**Address** Torino, Italy

1982 – 1988 – Torino, Italy

**DEGREE IN SCIENCES AND TECHNOLOGIES OF PRINTING ENGINEERING** – Polytechnic of Turin

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**Address** Torino, Italy

22 OCT 2019 – CURRENT – Milano , Italy

**CERTIFIED INNOVATION MANAGER** – APCO Associazione Professionale Consulenti di Organizzazione

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**Address** Milano , Italy | **Website** <https://www.apcoitalia.it/>

30 JAN 2022

**CERTIFIED INNOVATION MANAGER UNDER UNI 11814:2021 SCHEME** – UNITER

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19 JUL 2021 – 17 NOV 2021

**MASTER DEGREE IN INNOVATION MANAGEMENT** – APCO

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**Website** <https://www.apcoitalia.it/>

## ● LANGUAGE SKILLS

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Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C1	C1	C1	C1	C1
<b>FRENCH</b>	A2	A2	A2	A2	A2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## ● **DIGITAL SKILLS**

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### **My Digital Skills**

Microsoft Word | Microsoft Office | Microsoft Excel | Microsoft Powerpoint | Social Media | Google Drive | Google Docs | Zoom | Power Point

#### **Social Media**

LinkedIn | Skype | Facebook | Instagram

#### **Osint Open Source Intelligence**

Internet user

## ● **MANAGEMENT AND LEADERSHIP SKILLS**

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### **Organisational / managerial skills**

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Wide expertise in the management of innovative solutions and organisations, based on IMS and HSL organizational approach towards sustainable and long-term projects, by means of high commitment with shareholders and top management. I matured the role of strategic and operative support in securing, launching and grow of knowledge-intensive high grow innovative solutions. My approach aim in cultivating entrepreneurialism, providing support in crossing obstacles, find resources, including convincing other people and investors to join the company, and make it a successful case.

International high management experience in the UK (as Quality Group Manager at Daily Mail, Evening Standard, Sunday Evening) and in India (market analysis; due diligence and risk analysis; company start-up and control by the organizational structure, evaluation, selection and staff, and Management recruitment and MBO plan development/implementation).

Leadership matured through top management roles and coordination of complex international groups, partnerships, and multidisciplinary projects, like experience in Gruppo Milanostampa and international EU-funded projects.

Deep experience in: (i) risk and due diligence (Gruppo Milanostampa and Kruse); (ii) financial management of public funds (all European Projects successfully managed); (iii) in Project Management (used also European PM2 methodology).

Experienced in public tendering and cascading grant design, and publication (LIFE SAVE and TV4NEWOOD projects).

Ability to work under stressful consitions even being focused on goals and deadlines, managing the team with a practical problem-solving approach based on a multidisciplinary vision.

### **Job-related skills**

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- Management of Innovation: expertise matured through over 15 years in evaluating, supporting and coaching innovative companies and developing solutions. Skill integrated with very successful experience in EU and International Funds Programme management (since 2002). Wide experience in change management for innovation.
- Financial engineering strategy (public and private funding blending) for supporting competitive positioning of innovative enterprises or business
- Very good experiences in IPR (Intellectual Property Rights) management
- Excellent capacity in business planning, market analysis, and Strategy Planning.
- Very good experience in Due Diligence, Risk Analysis, and Business Analysis (over 350 innovative businesses and enterprises evaluated since 2014 for the European Commission and about 500 innovative business and SMEs evaluated for investors)
- Very Good mastership of quality control processes (Excellent auditing experiences. Accredited and Certified Lead Auditor in 9 different EA sectors. More than 2000 audits made since 1993 (ISO 9000 / 14000 / 18000 / ISO TS) as 3rd party auditors for international accreditation and certification bodies/ structures (DNV/TUV/SGS/QCB).

- Very good command of organizational change management processes and problem-solving
- Excellent experience in Quality System Management implementation and continuous improvement. Design and implementation of Risk Management Systems based on 231/01 Italian law and on Australian AS NZS 4360 Standard

## Communication skills

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- Highly skilful in presentation and communication (public speech as well), negotiation and reporting
- Ten years experience in NLP (Neuro Linguistic Programming)
- Highly skillful in social networking communication and information, having developed two social information blogs <http://finanziamenti-pmi.blogspot.it> and <http://sosresearcher.blogspot.it>

## ● NETWORKS AND MEMBERSHIPS

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### CURRENT

#### Memberships

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- Registered Certified Innovation Manager by UNITER under international standard 11814
- Certified Innovation Manager APCO since 2019
- Certified Management Consultant ICMCI (International Council of Management Consulting Institutes) Register N° 2008/020
- Coach and Jury Member for Europe-Unlimited SA (Platform of Innovative Entrepreneurs & Investors) since 2014 - Member of International Network of VCs, Family Office and Business Angels
- Certified Lead Auditor for Management Assessment since 1993 registered n° 268 at CEPAS (Italian Personnel Certification Body)
- Certified Lead Auditor for Management System Assessment 1996 registered n° at IRCA (International Register of Certified Assessor)
- Certified MANAGER FOR QUALITY 1993 – at ASCQ (American Society for Quality)
- Member of ISCRIS (Italian Association of Consultants companies for Innovation, Research and Development) – Innovative Services and Technologies branch of Confindustria

## ● CONFERENCES AND SEMINARS

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MAR 2020 – MAY 2020 – Corso online

#### FINANZIA LA TUA IMPRESA

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On line course in 10 lessons on European fund, project management and funding opportunities.  
Course assigned by European Parliament

2017 – 2018 – Azienda Socio Sanitaria Territoriale di Pavia

**Accesso ai fondi europei**

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2015 – 2017 – Beirut / Casablanca / Tunis

**UNIDO - Southern Mediterranean Business Environment**

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2017 – Camera di Commercio di Brescia

**FINANZIA LA TUA IMPRESA**

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2017 – Municipalities: San Nazzaro di Burgundi, Casteggio, Albuzzano, Varzi e Robbio

**Accesso ai fondi strutturali per i Comuni**

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MAY 2017 – Lawyer's Association (Pavia)

**Fondi europei per i liberi professionisti: opportunità, innovazione e strategie**

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DEC 2016 – SUBALPINA Journalist National Union - Alessandria

**Accesso ai finanziamenti Europei**

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NOV 2016 – SUBALPINA Journalist National Union - Vercelli

**Accesso ai finanziamenti Europei**

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JUN 2016 – SUBALPINA Journalist National Union - Torino

**Accesso ai finanziamenti Europei**

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APR 2016 – Board of Director SUBALPINA Journalist National Union - Torino

**Accesso ai finanziamenti Europei**

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SEP 2021 – DEC 2021 – ONLINE

**Internazionalizzazione 4.0**

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● **DRIVING LICENCE**

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**Driving Licence: A1**

**Driving Licence: B**

● **PUBLICATIONS**

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**L'ITALIA E I FINANZIAMENTI EUROPEI**

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2021

<https://www.flipsnack.com/metelli/webpaper-la-bussola-04-21/full-view.html>

**PRIMI ATTI DEL PIANO STRATEGICO EUROPEO**

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2021

<https://www.flipsnack.com/metelli/webpaper-labussola-5-21pdf/full-view.html>

## **FINANZIAMENTI E GESTIONE DELL'IMPRENDITORIALITA' INNOVATIVA**

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2021

<https://www.flipsnack.com/metelli/webpaper-labussola-6-21/full-view.html>

## **UN'ALTRA INTERNAZIONALIZZAZIONE**

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2021

<https://www.flipsnack.com/metelli/webpaper-labussola-7-21/full-view.html>

## **INTERNAZIONALIZZAZIONE COVID 4.0**

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<https://www.flipsnack.com/metelli/webpaper-labussola-8-22/full-view.html>  
2022

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*I authorize the processing of my personal data present in the curriculum vitae pursuant to Legislative Decree 30 June 2003, n. 196 and of the GDPR (EU Regulation 2016/679). The undersigned, aware that - pursuant to art. 76 of the Presidential Decree 445/2000 - false statements, falsity of documents and the use of false documents are punished under the criminal code and special laws, declares that the information is truthful.*

Torino, 10 Oct 2022