



## ALESSANDRO ROTILIO, 43

### PROFILE

- Founder and CEO in lifesciences (oncology, imaging, cardiovascular, gene-editing, stemcells)
- Consultant for major VCs in strategic addressing and investor relations
- Consultant for SMEs in innovation driven M&A deals
- Searching activities in the MedTech field
- Solid skills to coordinate and drive joint actions with R&D, regulatory departments, legal and finance teams
- Powerful Interdisciplinary ability

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### EXPERIENCE

- **Founder and CEO of MedTech and BioTech companies** – Milan, Italy, 02/2014 to Current.

Companies ranging from early stage to market revenues SMEs

- \* *Evidence Nutraceutical (stem cells differentiating factors) – exit to Novacell/Montefarmaco*
- \* *RAW (interventional oncology) – currently on the market, extending the distribution in Europe through an agreement with a US based multinational company*
- \* *Intra (neurosurgery) –CE marked, ongoing clinical trial*
- \* *EVARplanning (abdominal aneurysm repair) – licensed to Medtronic for the European market*
- \* *MOAB (gene editing) – currently developing and transferring the method+device to a consortium of major pharmaceutical companies (Bayern/Novartis/Takeda)*
- \* *Computational Life (digital twin of cardiovascular patients) – ongoing clinical validation activities.*

#### **Consultant for SMEs** – Milan, Italy, 2021-2023

Strategic address in M&A activities with focus on innovation to boost growth in MedTech companies.

- \* *Technology and innovation scouting*
- \* *Integration of new products in the value proposition of established companies*
- \* *Internal R&D development*
- \* *Exploration and penetration of new markets*

#### • **Consultant for VCs to support portfolio companies** – Milan, Italy, 2021-2023

Collaboration to strategically address late stage (series B) fundraising and market validation activities.

- \* Managed the transition from founders-driven to industry leader-driven*
- \* Supported and modified the overall market strategy in preparation to meetings with VCs*
- \* Currently workin on a plan for a merge with a competitor*

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## EDUCATION

**2017**

Certified internal auditor for CE marking of medical devices - BSI

Certified internal auditor for ISO 13485 certification - BSI

**2005**

Master in economics and public policies design and evaluation with specialization in industrial districts and economic clusters – Università degli studi di parma

**2004**

Master of Arts: International Political Economy, Università degli Studi di Bologna – Forlì

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## ACADEMIC COLLABORATIONS

**H-Farm** - Master Executive in Management and Innovation of Lifesciences – two out of twelve modules in:

- Innovation Management in Medical Devices. Entrepreneurs, managers, investors and their different perspectives

- Meet the VCs . End of Pre-Acceleration Programme

**University of Milan** – Member of the Scientific Board of the Center for Advanced Materials and Interfaces (CIMAINA)

**Catholic University of Milan** – Master of Science in Innnovation and Technologies Management - Course “Technology in Action Lab”

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## SPOKEN LANGUAGES

**Italian** – mother tongue

**English** – fluent

**Spanish** – fluent

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