

Curriculum Vitae Europass

Personal information



Name / Surname **Valerio Vincenzo De Luca**
Current Address Via Donato Carbotti, 24^a – 72019 – San Vito dei Normanni (BR) - Italy
Mobile +39 3485699153 Mobile 2 +355 698622761
E-mail valerio.deluca@gmail.com
Nationality Italian
Date of birth 23/03/1982
Sex Male
Other www.linkedin.com/in/valeriodeluca/

Preferred job / sector Consultancy, strategy, innovation, marketing, entrepreneurship, start-ups and crowdfunding, mentoring, research and teaching

Work experience

Dates January 2019
Occupation or position held Mentor Startup Challenge Camp
Main activities and responsibilities Mentorship for teams developing their ideas (canvas model, value proposition, market analysis, etc)
Name of employer Sprint Lab – Impact Hub. Bari
Type of business or sector Innovation and start-ups

Dates December 2018 - *today*
Occupation or position held Chief Operating Officer for the incubator
Main activities and responsibilities Projects scouting, operations management, strategy design and implementation, external relations management
Name of employer University 'Nostra Signora del Buon Consiglio' – Tirana - Albania
Type of business or sector Innovation and start-ups

Dates April 2018 – *today*
Occupation or position held Tutor
Main activities and responsibilities Start-ups tutoring and consulting, management and co-design of spaces and events
Name of employer BaLab
Type of business or sector Innovation and start-ups

Dates November 2017 – *today*
Occupation or position held Researcher
Main activities and responsibilities Department of Economic and Entrepreneurship Sciences
Courses: Business Economics and Management, Production Management, Resources and Waste Management, International Management

| | |
|--------------------------------------|--|
| Name of employer | University 'Nostra Signora del Buon Consiglio' – Tirana - Albania |
| Type of business or sector | Education and researching |
| Dates | September 2015 – April 2016 |
| Occupation or position held | Visiting researcher |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Research project ENTICE for EU (5 universities involved worldwide): investigating innovation in Chinese enterprises |
| Name of employer | Università del Salento – Lecce – Italy / Jinan University - Guangzhou - China |
| Type of business or sector | Innovation and technology |
| Dates | September 2014 – February 2015 |
| Occupation or position held | Visiting researcher |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Phd classes and exams: quantitative methods, organizational theory, advanced microeconomics - Phd research project: crowdfunding for technology and entrepreneurial projects |
| Name of employer | Università del Salento – Lecce – Italy / Sun Yat-Sen University - Guangzhou - China |
| Type of business or sector | Innovation and technology |
| Dates | March 2014 – August 2014 |
| Occupation or position held | Visiting researcher |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Research project ENTICE for EU (5 universities involved worldwide): investigating innovation in Chinese enterprises |
| Name of employer | Università del Salento – Lecce – Italy / Jinan University - Guangzhou - China |
| Type of business or sector | Innovation and technology |
| Dates | September 2012 – December 2014 |
| Occupation or position held | Founder and strategy, marketing and sales responsible |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Spanish and world art sector analysis (special focus on museums, foundations and galleries) - Meetings and interviews with art players to understand operations and needs in order to design the platform - Design of the platform together with the technical responsible - Design of the marketing and sales plans - Elaboration of the business plan - Website development: www.e-cicerone.com - Presentations and sales material preparation - Activities to promote and present the platform |
| Name of employer | Electronic Cicerone Interactive Contents, Calle de la Bola, 12, 1D, 28013 – Madrid - Spain |
| Type of business or sector | Information technology and communication services for the art sector |
| Dates | January 2012 – October 2013 |
| Occupation or position held | Business development manager |

| | |
|--------------------------------------|---|
| Main activities and responsibilities | <ul style="list-style-type: none"> - Definition of the marketing and sales strategy and implementation for the Client Tmob (Turkish App developers) - Elaboration of the business plan, seeking financing, software development responsible for the foundation of a Newco (New Zipylife) by a joint venture between Demtech International and Zipylife - Elaboration of business proposals - Sales activities for American Companies to enter in European markets |
| Name of employer | Demtech International, Paseo de la Castellana, 192, 28046 – Madrid – Spain |
| Type of business or sector | Strategy, marketing and sales activities for technological solutions |
| Dates | September 2011 – December 2011 |
| Occupation or position held | Strategic consultant |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Client: Habitania Plus Project definition and development of the construction solution SIC+ Costs structure analysis of the technological solution - Client: Renfe Impact assessment of the technological department project - Elaboration of business proposals (mainly about energy sector and venture capital) |
| Name of employer | Idom International – Avenida Monasterio del Escorial, 4, 28049 – Madrid - Spain |
| Type of business or sector | Strategic consultancy |
| Dates | April 2011 – June 2011 |
| Occupation or position held | External consultant |
| Main activities and responsibilities | Assessment of the Coventry areas with high potential, with the assistance of new technologies |
| Name of employer | Coventry City Council, 28-34 Corporation Street, Coventry - CV1 1GF - England |
| Type of business or sector | Technological consultancy |
| Dates | January 2011 – February 2011 |
| Occupation or position held | Consultant |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Client: Caser Insurance sector in Spain and future trends analysis Mystery shopping, data analysis and benchmarking |
| Name of employer | Arthur D. Little, Calle Ortega y Gasset 20, 28006 - Madrid - Spain |
| Type of business or sector | Strategic consultancy |
| Dates | October 2009 – September 2011 |
| Occupation or position held | External strategic consultant, manager and project engineer |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Elaboration of the business plan and design of the funding strategy - Design of the technical and functional requirements of the IT service ITING and development of the business model - Technical partnerships meetings - Clients needs identification - Design of the marketing and sales plan - Pricing and business model definition |
| Name of employer | ITING, C/ Catedrático Agustín Escardino, 9 - 46980 - Paterna - Spain |
| Type of business or sector | IT for the hospitality and catering sector |
| Dates | April 2009 – September 2009 |
| Occupation or position held | Management engineer (Project management) |

| | |
|--------------------------------------|--|
| Main activities and responsibilities | <ul style="list-style-type: none"> - Elaboration of an alternative solution for the quality control of wooden: laser measurement - Inefficiencies analysis during the project and process management according to PMI (Project Management Institute) parameters and best practices |
| Name of employer | AIDIMA, Avenida Benjamín Franklin (Technological park), 13 - 46980 - Paterna - Spain |
| Type of business or sector | Wood and furniture Technological Insitute |
| Dates | March 2008 – September 2008 |
| Occupation or position held | Project engineer assistant |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Definition of the transformation process from Client needs to technical requirements |
| Name of employer | IDEST, Corso San Maurizio, 81 - 10124 - Turin - Italy |
| Type of business or sector | Engineering services / construction |
| Dates | October 2003 – February 2004 |
| Occupation or position held | Research student |
| Main activities and responsibilities | <ul style="list-style-type: none"> - Elaboration of OHKNet 2003 E-book – Distributed software development |
| Name of employer | Tu/E, Den Dolech 2 5612 AZ - Eindhoven - Holland |
| Type of business or sector | Tech-engineering university |

Education and training

| | |
|--|--|
| Dates | January 2019 |
| Title of qualification awarded | Executive program in Entrepreneurship, Innovation & Startup |
| Principal subjects covered or skills acquired | Innovation, entrepreneurship, startup, incubators, venture capital, finance, mentorship, business and customer development |
| Name and type of organisation providing education and training | Politecnico of Milan - PoliHub |
| Qualification level | Postgraduate program |
| Dates | September 2018 |
| Title of qualification awarded | MBA in International Management. Conversion path from MEB obtained in 2011 |
| Principal subjects covered or skills acquired | Strategy, finance, marketing, operations, business, leadership, logistics, digital marketing and strategy |
| Name and type of organisation providing education and training | ESCP Europe |
| Qualification level | MBA degree |
| Dates | January 2018 – Abril 2018 |
| Title of qualification awarded | Specialization program for starting a new business |
| Principal subjects covered or skills acquired | How to launch a new startup: tools and methodologies |
| Name and type of organisation providing education and training | StartWars – Startups incubator |
| Qualification level | Postgraduate program |

| | |
|--|---|
| Dates | November 2013 – May 2017 |
| Title of qualification awarded | PhD in Innovation Technology and Entrepreneurship. Excellent (best mark among all participants) |
| Principal subjects covered or skills acquired | Innovation, strategic management, entrepreneurship, start-up, digital, absorptive capacity, ITC |
| Name and type of organisation providing education and training | Università del Salento – Lecce - Italy |
| Qualification level | Phd degree |
| Dates | December 2011 |
| Title of qualification awarded | Master in European Business (Accredited from AMBA – Association MBA) and converted in MBA in International Management Distinction (best 5%) – considering the 5 campuses (London, Madrid, Berlin, Turin and Paris – about 500 students) Score:1.61 |
| Principal subjects covered or skills acquired | Strategy, finance, marketing, operations, business, jurisprudence, logistics |
| Name and type of organisation providing education and training | ESCP Europe, track Madrid – London (Top 10 Business school in Europe according to Financial Time) |
| Qualification level | Master's degree |
| Dates | December 2009 |
| Title of qualification awarded | Master in Creation and management of innovative and technological enterprises “Matrícula de Honor” (distinction) in the final project (Project management). Score: 8.4/10 |
| Principal subjects covered or skills acquired | Technology, innovation, startup, venture capital, R&D |
| Name and type of organisation providing education and training | University of Valencia |
| Qualification level | Master's degree (II level) |
| Dates | July 2009 |
| Title of qualification awarded | Enterprise creation and development program |
| Principal subjects covered or skills acquired | Innovation, startup, venture capital, R&S |
| Name and type of organisation providing education and training | ADEIT, Valencia |
| Qualification level | Training course |
| Dates | May 2009 |
| Title of qualification awarded | DOCTIS program: training and integration for graduates |
| Principal subjects covered or skills acquired | Spanish culture, immigration, administration |
| Name and type of organisation providing education and training | ADEIT, Valencia |
| Qualification level | Training course |
| Dates | October 2008 |
| Title of qualification awarded | Industrial and management engineer |

| | |
|--|--|
| Principal subjects covered or skills acquired | Strategy, finance, marketing, business, jurisprudence, project management |
| Name and type of organisation providing education and training | Politecnico of Turin |
| Qualification level | Specialist degree (5 years) |
| Dates | March 2008 |
| Title of qualification awarded | Specialization course in sport engineering |
| Principal subjects covered or skills acquired | Construction, marketing, sport facilities, Olympics Turin 2006, planning |
| Name and type of organisation providing education and training | Politecnico of Turin |
| Qualification level | Postgraduate course |
| Dates | March 2005 |
| Title of qualification awarded | Logistics and production engineer |
| Principal subjects covered or skills acquired | Industrial production, logistics, statistics, mechanics, computer science, maths |
| Name and type of organisation providing education and training | Politecnico of Turin |
| Qualification level | Bachelor of Science degree (3 years) |
| Dates | February 2004 |
| Title of qualification awarded | Logistics and production engineer |
| Principal subjects covered or skills acquired | Quality, computer science, business planning, international management |
| Name and type of organisation providing education and training | Tu/E Technische Universiteit Eindhoven |
| Qualification level | Erasmus Program |
| Dates | July 2001 |
| Title of qualification awarded | Scientific baccalaureat |
| Principal subjects covered or skills acquired | Scientific subjects |
| Name and type of organisation providing education and training | Scientific High School 'T.Monticelli', Brindisi |
| Qualification level | Baccalaureat |

Personal skills and competences

Mother tongue

Italian

**Bulats from Cambridge English – C2 level
Dele Superior – C2 level**

Other languages

| Understanding | | | | Speaking | | | | Writing | | |
|-------------------|----|-----------------|----|--------------------|----|-------------------|----|-----------------|----|-----------------|
| Listening | | Reading | | Spoken interaction | | Spoken production | | | | |
| English | C2 | Proficient user | C2 | Proficient user | C1 | Proficient user | C1 | Proficient user | C2 | Proficient user |
| Spanish | C2 | Proficient user | C2 | Proficient user | C2 | Proficient user | C2 | Proficient user | C2 | Proficient user |
| French | A1 | Basic user | B1 | Independent user | A1 | Basic user | A1 | Basic user | A2 | Basic user |
| Portuguese | A1 | Basic user | B1 | Independent user | A1 | Basic user | A1 | Basic user | A1 | Basic user |
| Chinese | A1 | Basic user | A1 | Independent user | A1 | Basic user | A1 | Basic user | A1 | Basic user |

Social skills and competences

- **Flexible and open-minded**, with multicultural vision thanks to a significant **international experiences**

Organizational skills and competences

- **Problem solver** with a **creative approach** and with aptitude **result-oriented**

Technical skills and competences

- Proficient knowledge of **Microsoft Office (Excel, Word, MS Project, PowerPoint...)** and knowledge of **statistical programs (SPSS) and programming codes (Html, Php, Sql)**
- Basic knowledge of **graphics, audio and video programs (Photoshop, Powtoon, MovieMaker...)**
- **New technologies and Internet environment** expert and user
- **Ilpass (International Informatics Passport) 7 modules**

Driving license

B

Additional information

- Participation in the 4th **International OFEL Conference** on Governance, Management and Entrepreneurship, Dubrovnik (Croatia) as co-chair with the paper **“It’s not all about money: the collateral benefits of crowdfunding”**. *April 2016*
- **Finalist** of StartCup Puglia with the project InCrowdible. *September 2015*
- **Winner** of Start-up Weekend Taranto with the project InCrowdible. *June 2015*
- **Grant winner** for results in Master in European Business by ESCP (best 5% - AAA). *December 2011*
- **Qualified** in exercising the profession of **Industrial engineering** – section.A. **Qualifying examination** at Politecnico of Bari. *07/04/2011*
- **Second place** in the Young entrepreneurs contest by **SERVEF** (Valencia), for the It-ING project. *November 2009*
- **Grant winner** for the It-ING project by **Valencia Town Council**. *June 2009*
- **First place** in the Business Competition **GMC YEPPIES** during Universiadi at Politecnico of Turin. *January 2007*
- **Third place** in Zone 2 (Europe), in the Business Competition **L’Oréal E-strat Challenge**. *December 2006-February 2007*
- **First place** in the Business Competition **Carriera&Futuro** at **Politecnico of Turin**. *May 2006*
- Participation in the realization of the **OHKNet 2003 E-book** in **Tu/E**, Eindhoven. *October 2003*
- Voluntary service during the winter Olympic Games of Torino2006 (accreditation management). *February 2006*
- Participation at the Olympic games of maths and at the certamen (Latin language context) at national level. *2000*

I authorise the handling of my personal data pursuant to the Personal Data Protection Code – Legislative Decree n. 196/2003