



Andrea Frosini

Nationality: Italian

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Date of birth: 22/01/1974

Gender: Male

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Enterprise	University	EPR
<input checked="" type="checkbox"/> Management Level	<input type="checkbox"/> Full professor	<input type="checkbox"/> Research Director and 1st level Technologist / First Researcher and 2nd level Technologist
<input type="checkbox"/> Mid-Management Level	<input type="checkbox"/> Associate Professor	<input type="checkbox"/> Level III Researcher and Technologist
<input type="checkbox"/> Employee / worker level	<input type="checkbox"/> Researcher and Technologist of IV, V, VI and VII level / Technical collaborator	<input type="checkbox"/> Researcher and Technologist of IV, V, VI and VII level / Technical collaborator

WORK EXPERIENCE

2009 – present

Intellectual Property Manager / Project Manager, Biotechnology

Toscana Life Sciences Foundation (www.toscanalifesciences.org)

Implementation and management of the Regional Office for the Enhancement of Biomedical and Pharmaceutical Research (UVaR) at the DG Right to Health of the Region of Tuscany. Technical-scientific management of procedures relating to regional funding calls in support of biomedical research. Evaluation and preliminary due diligence on patent application proposals. Addressing the protection of researchers' intellectual property. Technology transfer and negotiation of related agreements.

2006 – 2009

Associate Technologist

University of Siena

Protection of Intellectual Property of the University of Siena: prior art and novelty searches, technical-scientific reports, preparation of documentation for patent application filing, administration for patent application filing and maintenance. Management of the technology transfer phases: confidentiality, marketing, networking, licensing. Monitoring and detection of the research offer developed by university research centres. Organisation and management of the course for PhD students at the University of Siena: From research to business: tools for the management of intellectual property. Analysis of the demand for technologies expressed by companies. Scouting for regional and national grants aimed at carrying out teaching, research and technological innovation activities and consequent planning. Analyst for technological databases: analysis for the management of research and innovation projects for the development of methodological plans, identification of potential collaborators and alliances.

Contract Professor of “Patenting in Biotechnology”: Preparation and teaching of university-level courses at the Faculty of Medicine and Biotechnology.

2004 - 2005

Development engineer

ST Microelectronics spa

Development of a silicon-based chip integrating PCR and detection through microarray technology for use in human and veterinary molecular diagnostics. Biochemical development of the chip and coordination of academic and private European partners collaborating on the development of the chip itself (CEA-LETI, CNR- ITB, DiaSorin, Mobidiag, Ivagen, Invitrogen). Standard molecular biology laboratory experience (hybridizations, PCR, gel electrophoresis, Agilent Bioanalyser) and microarray methods (piezo and contact spotter, fluorescence scanner). Experience in process quality control.

EDUCATION AND TRAINING

Internships

2008-2009

6-month internship at Case Western Reserve University (CWRU) Office of Technology Transfer:

Supporting CWRU's technology transfer office in the management of active research projects and founded spin-offs. Exposure to good research management practices for the protection of intellectual property at the academic level. Direct experience in advanced university IP management and technology transfer through tools such as MTAs, NDAs, options, licenses. Drafting of entrepreneurial projects from research lines. Interaction and networking with Charity (research foundations), business angels and venture capitals.



3-month internship at National Institutes of Health (NIH) Office of Technology Transfer: Performing practices applied at NIH for the protection and enhancement of intellectual property at the federal government policy level. Daily working practices and interaction with the staff of the central OTT office and the different institutes. Working groups with OTTs from the Universities of Maryland, California, Washington and Johns' Hopkins. Analysis and drafting of CRADA, NDA, MTA, LDA.

Executive Master in Intellectual Property: Took part in modules on industrial property legislation, and in particular on the filing and management of patent applications, the drafting of licensing and technology transfer agreements, and exploitation actions.

Ph.D. in Molecular Medicine

2001-2005

University of Milan

PhD fellowship in Molecular Medicine, Genomics and Proteomics, at the Dept. of Biomedical Sciences and Technologies (Prof. Rossi Bernardi). Research in the field of DNA and proteins microarray technology. Devising of diagnostic systems based on SNP detection (LDR and extension-minisequencing), gene expression (Affymetrix platform) and proteomics. Use of bioinformatics tools for the management of genic sequences and probe design. Thesis entitled "Integrated DNA microarray technology for the genotypic detection of human pathogens".

B.S./M.S. in Pharmaceutical Chemistry and Technology

1993-1999

University of Florence

Summa cum laude. Thesis entitled "Bioactive compounds from cyanobacteria: characterization of the biological activity of Nostoc KONA97 and isolation of the active compound".

PERSONAL SKILLS

Mother tongue(s)

Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C2	C1	C2	C2
French	B1	B2	B1	B2	B2

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user (Common European Framework of Reference for Languages)

Communication skills

- Excellent communication skills in interpersonal and professional settings
- Diplomatic and inclusive communication
- Tailored approaches to communicationh of the Regional Government of Tuscany

Organisational / managerial skills

- Excellent interpersonal skills in work and non-work environments.
- Communication and commitment
- Motivation and delegation
- Problem solving and decision-making.
- Leadership

Job-related skills

- Good command of Intellectual Property and Technology Transfer management
- Work in a highly specialised and dynamic teams
- Ability to manage and work in teams

Computer skills

- Good command of Internet, Microsoft Office™ tools
- Good knowledge of computer hardware and interfaces
- Good knowledge of Linux based systems

According to law 679/2016 (27.04.2016) of the Regulation of the European Parliament, I, Andrea Frosini, born 22/01/1974 in Pistoia, hereby express my consent to process and use my data provided in this CV.

Date: 08/02/22

Signature: