

## Curriculum Vitae

## Alessandro Sala

### Personal information

Surname / First name

**Sala Alessandro**

### Work experience

#### Consultancy

Dates	2019 - onwards
Name and address of employer	Metalarredo srl
Type of business or sector	Manufacturing sector
Occupation or position held	COO & member of Board of director
Main activities and responsibilities	Responsible for planning, investments, new product development in a medium sized enterprise with production and wholesale distribution of shopfitting solutions
Dates	December 2017 – September 2019
Name and address of employer	Università degli Studi Milano – Bicocca/Fondazione University4Innovation
Type of business or sector	Research
Occupation or position held	Research fellow
Main activities and responsibilities	Analysis of collaborative platforms for innovation and policy and managerial implications for R&D managers and policy makers in the Lombardy Region Government. Scouting of new technologies and know-how developed by university researchers; Business developer for projects and technologies close to industrial maturity; identification of industrial applications and search for industrial partners or investors.
Dates	2011 - onwards
Name and address of employer	Freelance Professional
Type of business or sector	Several firms in different sectors: Travel, Mechanical Field, IT, Fashion, Automotive.
Occupation or position held	Consultant & Project Manager
Main activities and responsibilities	Business consulting and management of different projects and teams with the main focus to introduce product and process innovations and to re-design organisational practices.
Dates	May 2003 – November 2017
Name and address of employer	Éupolis Lombardia; 12, Via Taramelli, 20125, Milano, Italia
Type of business or sector	Research
Occupation or position held	Consultant and Project Manager
Main activities and responsibilities	Collaborations and involvement in studies, analyses and report on Regional Innovation Systems. Support on regional heads on their decision-making processes. The most relevant activities are: <ul style="list-style-type: none"><li>• Open Innovation practices and Regional development</li><li>• Innovation pre-commercial procurement</li><li>• Policies for start ups</li><li>• Impact of the Higher Education System on regional development</li><li>• Assessment of international attractiveness of Lombardy Region towards foreign investment</li></ul>
Dates	September 2014 - September 2015
Name and address of employer	Politecnico di Milano, P.zza Leonardo da Vinci, 32, 20133, Milano, Italia
Type of business or sector	Research
Occupation or position held	Research fellow
Main activities and responsibilities	Analysis of Collaborative Innovation Platforms at international level and implication for managers and policy makers. Work developed for the Directorate Industry, Research and Innovation of Lombardy Region
Dates	September 2014 - September 2015
Name and address of employer	Prodest, Via Milano, 14, 21052, Busto Arsizio (Va), Italia
Type of business or sector	Research and trainer
Occupation or position held	Analyst
Main activities and responsibilities	Design of the Master in Cultural Diplomacy for Hyperion University of Bucarest and benchmarking of best practices on exploitation and innovation in cultural heritage

Dates	December 2013 - June 2015
Name and address of employer	Consorzio MIP Via Lambruschini 4C 20156, Milano
Type of business or sector	Research
Occupation or position held	Researcher
Main activities and responsibilities	Analysis of processes and roles involved in the innovation processes in Gucci and support to Innovative Solutions team in the re-thinking of the managerial practices and organisation.
Dates	2012 - 2013
Name and address of employer	Metalarredo, 12, Via Don Luigi Sturzo, Triuggio, Italia
Type of business or sector	Manufacturing
Occupation or position held	Consultant
Main activities and responsibilities	<ul style="list-style-type: none"> <li>• Design and start up of the e-commerce channel: analysis of competitors and market, definition of web solution, re-organisation of product collections, study of data exchange with existing ERP.</li> <li>• Analysis and design of the concept of a Mobile App to support the sales force and study of data exchange with existing ERP.</li> <li>• Business Process Reengineering</li> </ul>
Dates	May - July 2011
Name and address of employer	Adem Soluzioni, Piazzale Luigi Cadorna 6, 20123 Milano
Type of business or sector	Automotive
Occupation or position held	Consultant
Main activities and responsibilities	Technology Due diligence and strategic analysis of the investment plan of an Italian medium sized enterprise within an operation of private equity
Dates	September 2008 - February 2009
Name and address of employer	Abaco informatica srl, via Montegrappa, 3 61121 Pesaro
Type of business or sector	Manufacturing
Occupation or position held	Consultant
Main activities and responsibilities	<p>Study and mapping of the inter-enterprises collaboration processes within the furniture district of Pesaro, setting standards for the information exchange in the network and identification of the most appropriate technologies to support it. The content of the activity was:</p> <ul style="list-style-type: none"> <li>• Analysis of the structure and processes of the Pesaro district</li> <li>• Development of reference models of the supply chain</li> </ul>

## Work experience

## Teaching

Dates	2012- onwards
Name and address of employer	Politecnico di Milano, P.zza Leonardo da Vinci, 32, 20133, Milano, Italia
Type of business or sector	Education
Occupation or position held	Contract Professor
Main activities and responsibilities	Contract Professor of Management of complex project (Gestione dei Progetti Complessi B)
Dates	2017- onwards
Name and address of employer	Politecnico di Milano, P.zza Leonardo da Vinci, 32, 20133, Milano, Italia
Type of business or sector	Education
Occupation or position held	Contract Professor
Main activities and responsibilities	Contract Professor of Project Management in Real Estate
Dates	2008 – onwards
Name and address of employer	Consorzio MIP Via Lambruschini 4C 20156, Milano
Type of business or sector	Education
Occupation or position held	Adjunct Professor
Main activities and responsibilities	Professor in Project management (Project Value, Project Control, Risk Management). Workshops and educational activities to support companies in creating meaningful innovations and finding new directions to innovate products and processes

Dates	2006 - onwards
Name and address of employer	Politecnico di Milano, P.zza Leonardo da Vinci, 32, 20133, Milano, Italia
Type of business or sector	Education
Occupation or position held	Lecturer
Main activities and responsibilities	Lecturer of Project management, General Management, Decision making process, Business Plan

Dates	2014 - 2015
Name and address of employer	Link University, Via Nomentana 335, Rome, Italy
Type of business or sector	Education
Occupation or position held	Contract Professor
Main activities and responsibilities	Contract Professor of Project management

Dates	a.y 2013/2014 and a.y 2014/2015
Name and address of employer	Fondazione Istituto Tecnico Superiore per le nuove tecnologie per la vita, Via Europa, 15, 24100, Bergamo, Italia
Type of business or sector	Education
Occupation or position held	Member of the final examination commission
Main activities and responsibilities	Assessment of candidate for the title of <ul style="list-style-type: none"> <li>• Senior technician for the research and development of biotechnology-based products and processes</li> <li>• Technician of the industrial chemical productions</li> </ul>

Dates	2008 - 2010
Name and address of employer	<ul style="list-style-type: none"> <li>• Consorzio UNITI, Università di Genova Via Balbi 5 16124 Genova</li> <li>• Università degli Studi Mediterranea di Reggio Calabria C.da Melissari - Feo di Vito 89124 Reggio Calabria (RC)</li> </ul>
Type of business or sector	Education
Occupation or position held	Teacher/lecturer
Main activities and responsibilities	Post-doc lecturers at Master Degrees courses on Project management, Strategy, Marketing

Dates	2010 - 2011
Name and address of employer	Politecnico di Milano, P.zza Leonardo da Vinci, 32, 20133, Milano, Italia
Type of business or sector	Education
Occupation or position held	Contract Professor
Main activities and responsibilities	Contract professor of Planning and control of real estate projects

## Education and training

Dates	November 2009 – July 2011
Name and type of organisation providing education and training	Consorzio MIP Via Lambruschini 4C 20156, Milano, Italia
Principal subjects/occupational skills covered	Master in Innovation and Knowledge Transfer
Title of qualification awarded	M.D.

Dates	March 2004 – February 2007
Name and type of organisation providing education and training	Politecnico di Milano – Department of Management, Economics and Industrial Engineering, P.zza Leonardo da Vinci, 32, 20133, Milano, Italia
Principal subjects/occupational skills covered	Research project focused on the assessment of regional initiatives to support R&D activities in SMEs and to enhance collaboration with research institutes. Title: "Networking policies between firms and universities for regional development".
Title of qualification awarded	Ph.D.

Dates	June 2006 – November 2006																														
Name and type of organisation providing education and training	University of Sussex (UK)																														
Principal subjects/occupational skills covered	Relationship among research institutes and SMEs, knowledge exchange, the role of government in fostering technology transfer																														
Title of qualification awarded	Visiting Student																														
Dates	1997 - 2003																														
Name and type of organisation providing education and training	Politecnico di Milano – Department of Management, Economics and Industrial Engineering																														
Principal subjects/occupational skills covered	Dissertation: “Managing innovation in turbulent environment: trading online sector in Italy” Distinctive competencies in project management, quantitative and qualitative analyses for planning and monitoring project and supporting decision making																														
Title of qualification awarded	Degree in Management, Economics and Industrial Engineering																														
Dates	1992 - 1997																														
Name and type of organisation providing education and training	Senior high-school specialising in science education																														
Title of qualification awarded	High School Diploma																														
<b>Personal skills and competences</b>																															
Mother tongue(s)	<b>Italian</b>																														
Other language(s)																															
Self-assessment																															
European level (*)																															
<b>English</b>	<table><tr><th colspan="4">Understanding</th><th colspan="4">Speaking</th><th colspan="2">Writing</th></tr><tr><th colspan="2">Listening</th><th colspan="2">Reading</th><th colspan="2">Spoken interaction</th><th colspan="2">Spoken production</th><th colspan="2"></th></tr><tr><td>B2</td><td>Independent user</td><td>C1</td><td>Proficient user</td><td>B2</td><td>Independent user</td><td>B2</td><td>Independent user</td><td>B2</td><td>Independent user</td></tr></table>	Understanding				Speaking				Writing		Listening		Reading		Spoken interaction		Spoken production				B2	Independent user	C1	Proficient user	B2	Independent user	B2	Independent user	B2	Independent user
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Other professional Competences	Qualifying examinations for the engineering license during the state exam at Politecnico di Milano in 2003 Member of the Order of Engineers of the Province of Monza and Brianza since 2013																														
Organisational skills and competences	Team work and mediating skills: I have worked in various types of teams and managed relations with policy-makers and institutional stakeholders;  Intercultural skills: I am used to work in a international dimension thanks to a visiting period in UK and participation to several international projects																														
Computer skills and competences	Competent with Microsoft Office programmes and with software for statistic analyses (SPSS).																														
Artistic skills and competences	Trumpet player in the local band since 1995 and member of its board since 2006																														
Driving licence	I am a holder of an Italian driver licence. Category B vehicle.																														

## Additional information

### Volumes

- De Maio, A., Roveda C., Sala A. (2009) L'attrattività nelle politiche regionali per la ricerca e l'innovazione, edizioni IlSole24ore, Milano
- Sala, A., "Alcuni numeri" in De Maio, A. (2011) L'innovazione vincente, edizioni Francesco Brisochoi.

### Publications on referred journals

- Caragliu, A., Coletti M., Landoni P., Sala A. (2022). Why and How Innovation Vouchers Work: Disentangling the Roles of Serendipity and Funding. *Journal of Urban Technology*, 29 (1)
- Caragliu, A., Landoni, P., & Sala, A. (2019). Network contracts and firm performance: Evidence from matching estimates of a regional program impact. *Scienze Regionali. Italian Journal of Regional Science*, 2/2019
- Sala, A., Landoni, P. and Verganti, R. (2016). Small and Medium Enterprises collaborations with knowledge intensive services: an explorative analysis of the impact of innovation vouchers. *R&D Management*, 46: 291–302
- Sala, A., Landoni, P. and Verganti, R. (2011). R&D networks: an evaluation framework, *Int. J. Technology Management*, 53 (1), 19-43
- Agasisti, T., Dal Bianco, A., Landoni, P., Sala, A., Salerno, P. (2011). Evaluating the efficiency of research in academic departments: an empirical analysis in an Italian region, *Higher Education Quarterly*, 65 (3), 267-289

### Publications and participation in international conferences

- Sala A., Coletti M., Landoni P., "Clusters governance: a model based on the characteristics of clusters", 21st International Product Development Management Conference, June 15-17, 2014, Limerick, IE
- Bandera S., Sala A., "L'impatto del sistema universitario sullo sviluppo economico, sociale e culturale della Lombardia", XXXI Conferenza AISRE, 15-17 Settembre 2011, Torino, IT
- Bandera S., Sala A., "L'impatto del sistema universitario sullo sviluppo economico, sociale e culturale della Lombardia", Innovare, 3/2011, CONFAPI
- Sala A., QuESTIO: la porta d'accesso ai servizi di ricerca e innovazione in Lombardia, Innovare, 4/2010, CONFAPI
- Agasisti T., Dal Bianco A., Landoni P., Sala A., Salerno M., "The efficiency of academic research: an empirical analysis in an Italian region", CHER Conference, September 10-12, 2009, Oporto, ES
- Dal Bianco A., Sala A., L'efficienza della ricerca universitaria in Italia. Un'applicazione DEA ai dipartimenti universitari della Lombardia. Collana Working Paper IReR, n. 11, giugno 2009. Ed. Guerini Associati.
- Agasisti T., Dal Bianco A., Landoni P., Sala A., Salerno M., "The efficiency of academic research: an empirical analysis in an Italian region", EWEPA Conference, June 24, 2009, Pisa, IT
- Sala A., Landoni P., Verganti R., "An evaluation framework to assess R&D network activities", SPRU 40th Anniversary Conference Conference, September 11-13, 2006, Brighton, UK.
- Landoni P., Sala A., Zaccarini M., Verganti R., "National mobility and scientific results: an explorative analysis", 9th S&T Indicators Conference, September 6-9, 2006, Leuven, Belgium.
- Sala A., Landoni P., Verganti R., "Promoting knowledge transfer through Technology Vouchers and evaluation: an assessment of the Lombardy Region initiative", 5th Triple Helix Conference, May 18-21, 2005, Turin, Italy.
- Sala A., Dal Bianco A., "L'efficienza del sistema dei centri di trasferimento tecnologico della Lombardia. Un'applicazione DEA al sistema di centri accreditati al sistema QuESTIO", XXVII CONFERENZA ITALIANA DI SCIENZE REGIONALI, 11-14 Ottobre 2006, Pisa, Italia.