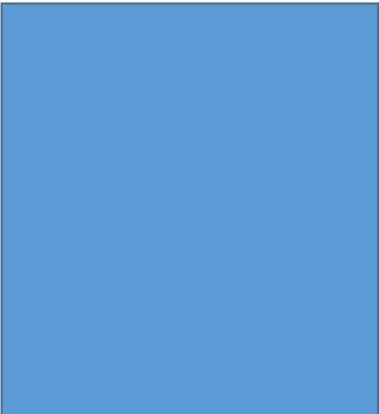



<b>PERSONAL INFORMATION</b> 	<b>Maria Cristina Pasi</b> 
<b>WORK EXPERIENCE</b>	
<b>22/07/2013- Present</b>	<b>Managing Partner_ Innovation &amp; Sustainability Senior Advisor</b> <b>Multisectoral industries</b> <b>IZAR_ Innovation Zone for Accountable Results (Italy) Individual company</b>
	<p>Being Izar an <u>individual</u> interdisciplinary consulting firm, I am acting within a wide range of industrial sectors, with a focus on chemicals, electromobility, textiles, water management, recycling, agrifood, renewable energies, cosmetics, including upstreams and downstreams sectors.</p> <p>My activities, which can be summarized in providing strategic consultancies (contractualized and linked to achievements) to private industries and public entities at international level in Research &amp; Innovation actions, Technology Transfer to Market, Industrial scaling of novel solutions and spill over actions management through a deep networking in the whole industrial ecosystem, are:</p> <ul style="list-style-type: none"> <li>Proposing, designing, and coordinating Innovation projects and initiatives, both disruptive and implemental, belonging to ecosystemic industrial value chains</li> <li>Supporting industrial players in developing Socio Economic Impact Assessments (SEIA) and ESG sustainability compliant growth models for strategic initiatives</li> <li>Developing business plans for startups, scaleups, SME and large Industries, including internationalization</li> <li>Industrial scaling up of SMART Process technologies, including cradle to cradle modelled projects with environmental impact and circular features</li> <li>Setting up and coordinating interest who partner up in the context of international networks and consortia in EU, Mediterranean, Interreg territories, also beyond Europe</li> <li>Facilitating interactions between Industry and Academia, Service companies and Institutions, within domestic and international contexts (such as PoliMI, PoliTo, ENEA, Università di Firenze, Università Della Campania Luigi Vanvitelli, Università delle Marche, MM Spa, Sectorial industrial Clusters such as LE2C- <u>Lombardy Energy Cleantech Cluster</u>, <u>WE - Water Europe</u>, <u>ESPP-European Sustainable Phosphorus Platform</u>,</li> </ul>

	<p><u>Piattaforma Italiana Fosforo, EIT-Climate, Agrifood, Raw materials, Manufacturing</u>), Finlombarda, Open Innovation Platform, MISE, Regione Lombardia</p> <ul style="list-style-type: none"> <li>Coordinating the European Batteries Recycling &amp; Sustainability industrial partners, fifteen companies, within the IPCEI 2 EuBatIn (European Battery Innovation) action</li> <li>Enabling Water and industrial novel technologies to market groups, via generation of special interests among diverse segments by Co-leading first the Water Innovation System Cluster of the Water European Platform (WE) and now also the Smart Water Industry VLT (Vision Leadership Team)</li> <li>IPR management recommendations and innovative models such as co-branding</li> <li>Interim executive management of domestic as well as international divisions</li> <li>Supporting the organizations in accessing private and public funding</li> <li>Providing consultancy to the European Commission on the European Industrial Strategy, the Chemical strategy, the Water strategy as independent expert</li> <li>Consulting activity such as scaleups Mentoring, Jury member, white papers and publications editing and seminar speaker as member of the Body of Knowledge for Mediterranean Water Scarcity program by EIT FOOD CLC</li> <li>Evaluating funded projects within many Financing programs such as: Horizon Europe- EIC Accelerator- ERDF, LIFE, POS FESR and Bandi Tech Fast Regione Lombardia</li> </ul>
<b>CLIENTS and SUCCESSFUL ACTIONS WITHIN IZAR EXPERIENCE</b>	
07/2014- Present	<p><b>Beyond Innovation Department In-house Consultant</b>  <b>Italmatch Chemicals SpA</b> <a href="https://www.italmatch.com">https://www.italmatch.com</a> _Specialty chemicals industrial sector  Milano-Genova- Spoleto (Italy) Louvain La Neuve (Belgium)</p>
	<p>Within the company, under specific contractualized contracts based on an MBO approach I was/ am responsible for the successful development of the following strategic corporate projects highly focused on manufacturing innovative processes, models, value chains as well as spillover effects and related novel market exploration</p> <ul style="list-style-type: none"> <li>FLASHPHOS H2020 Project <a href="https://flashphos-project.eu/">https://flashphos-project.eu/</a>: Role: Exploitation Strategy and SEIA Manager  About an ESG compliant innovative elemental phosphorus extraction process from a sewage sludge thermochemical sustainable process suitable for industrial applications.17 European partners plus external stakeholders to complete the value chain (MMSpA as well as other South European SS/WWTP are involved)</li> <li>LIFE TRIALKYL LIFE Program <a href="https://www.life-trialkyl.eu/it">https://www.life-trialkyl.eu/it</a>: Role: Head of Project.  About the development of a technological innovation to produce trimethylphosphites, allowing an industrial production concept with a relevant concern on environmental impacts (waterless technology). 3 European partners</li> <li>IPCEI 2 EuBatIn <a href="https://www.ipcei-batteries.eu/">https://www.ipcei-batteries.eu/</a> Role: Project designer and Project Coordination Manager: 3 specific projects  The projects cover the development of solid and liquid electrolytes, the development of recycling technologies and methodologies to recover exhausted batteries gaining secondary high quality raw materials as well as second life batteries through the application of reversible polymeric extractants, the development of a supply chain platform to overcome the H&amp;S</li> </ul>

	<p>State of the Art barriers to the proposed technology. The Water sustainability issue is included in all the value chains segments. 42 European partners.</p> <p>With regard to this investment program, I play as well the role of WS4 Recycling and Sustainability European leader coordinating the activities of the 14 partners focused on this specific issue (Stellantis (I-F), CNH (I), Hydrometal (B), Valmet Automotive (Fin), Midac Batteries (I), Engitech Technologies (I), Fortum (Fin), Italmatch (I, DE), ENEL X (I), SGL Carbon (De), LittleElectricCars (ES), Liofit (DE), Borealis(NL), Keliber(FI), ZTS (Slovenia)</p> <ul style="list-style-type: none"> <li>- AEOF Corporate certification project: Coordination and implementation support of the Logistic &amp; Production depts towards the Economic Operators Full Authorization for global exporting of chemicals, including dual use substances. The project implied the involvement of EMEA, AA and AP subsidiary departments to overcome the Brexit barrier to export functions. Role: Head of project</li> <li>- Successful organizational turn-around of the R&amp;D excellence center in Louvain la Neuve (Belgium)</li> </ul>
09/2018- 12/2021	<p><b>Business plan development Consultant _ Sensoring Sector</b></p> <ul style="list-style-type: none"> <li>- <b>Copernico srl_ Udine &amp; Cinisello Balsamo (MI)</b> <a href="https://www.copernicon.it">https://www.copernicon.it</a> an established professionals' consortium engaged in consultancy and operational services in the field of contaminated sites remediation.</li> <li>- <b>Moresense (Milano)</b> <a href="https://moresense.tech/">https://moresense.tech/</a> <b>Startup</b> Sensoring solutions to emerging contaminants detection and measurement systems in both soil and water matrices</li> </ul>
	<p>The collaboration is still open on demand and regards</p> <ul style="list-style-type: none"> <li>- funding campaigns preparation,</li> <li>- projects' design,</li> <li>- manufacturing and wider industrial networks creation towards the market intake of the novel solutions in the water sector, pharmaceutical sector, agricultural sector, industrial sector for recovery of valuable materials</li> </ul>
2020-2022	<p><b>Innovation intake strategist_ Household &amp; Laundry industrial sector</b></p> <p><b>Clear One_ Koper (Slovenia)</b> <a href="https://www.clera.one/">https://www.clera.one/</a></p>
	<p>The collaboration covered:</p> <ul style="list-style-type: none"> <li>- The strategy development for the scaleup turn around</li> <li>- The Project design consultancy</li> <li>- The industrial network set up at European level to facilitate the novel solution adoption in the industrial laundry and household sectors, meeting the potential selected stakeholders and develop synergic growth actions</li> </ul>
01/2015-12/2021	<p><b>General Direction &amp; R&amp;D&amp;I management and Implementation consultant_ Building&amp;Construction &amp; Professional Detergency sectors</b></p> <p><b>Docchem_ Dorno (Italy) and Italmalte (Malta)</b> <a href="https://www.docchem.com">https://www.docchem.com</a></p>
	<ul style="list-style-type: none"> <li>- Collaboration at 360° on development and marketing of SMART thermal barriers (Thermorasante ®) and customized Highly sustainable detergent solutions for global players in the sector of detergency and Household manufacturing (SMEG, Whirlpool)</li> <li>- Development of novel supply chain systems beyond Italy, including Malta, Germany, Spain players strict collaborations management</li> </ul>
2016-2018	<p><b>Innovation Manager &amp; Growth strategy consultant_ Biotechnologies &amp; Cosmetics sector</b></p> <p><b>Caresilk _ Lecce (Italy)</b> <a href="https://www.caresilk.it">https://www.caresilk.it</a></p>
	<ul style="list-style-type: none"> <li>- Direct support in the finalization of the technology for industrial scale availability.</li> <li>- Complete set up of the downstream network, creation of the centers of interest for their innovation solutions (Sericin and Fibroin from the silkworm wastes).</li> </ul>

	<ul style="list-style-type: none"> <li>- Definition of the partnership with specific industrial players in the cosmeceutical sector (third parties agreements definition etc....)</li> </ul>
2020-2021-2022	<b>Mentor-Independent Expert evaluator- Co-editor- Public speaker_ Body of Knowledge for water scarcity in Mediterranean area Member</b> Climate KIC- EIT EIT Community Water Scarcity - InnoWise Scale Program <a href="https://www.eitfood.eu/projects/water-in-south-finding-innovative-solutions-for-water-scarcity-in-southern-europe">https://www.eitfood.eu/projects/water-in-south-finding-innovative-solutions-for-water-scarcity-in-southern-europe</a>
	All the activities are performed within a wide South European platform of participating industries, Academia, policy makers <ul style="list-style-type: none"> <li>- Mentoring activities to start ups and scaleups (2021-2022)</li> <li>- Jury member for selection procedures (2021)</li> <li>- BOK Program content co-development (2019-2020- program Kick off)</li> <li>- Seminar co-organization and speaker (chemicals and water pollution)</li> <li>- Round tables participation as expert in novel industrial technologies towards water protection and pollution reduction by industries</li> <li>- Official Publications co-editing (see dedicated section below)</li> </ul>
2016-Present	<b>VLT Water Smart Industry EU Co-leader (2021-present)</b> <b>VLT Water Innovation System leader (2018-2020)</b> Water Europe Platform WE_ BRUSSELS_ <a href="https://watereurope.eu/">https://watereurope.eu/</a>
	<ul style="list-style-type: none"> <li>- Networking of Industries- Academies- Senior expert Consultancy firms- RTCs- policy makers facilitation</li> <li>- Direct collaboration in White papers, EU DGs actions, projects Design towards new Policies</li> <li>- Facilitation instruments for innovations market intake in the multiple sectors (Mining, Water recovery, Agriculture, Energy Industry, Sensoring Industry, Chemicals, textiles etc..)</li> </ul>
2018-Present	<b>Independent Expert European Commission_ Multidisciplinary sectors</b>
	<ul style="list-style-type: none"> <li>- Projects Evaluator Horizon 2020 &amp; Horizon Europe programs with special focus on EIC Accelerator and LIFE Financial Instruments for the sectors: Environmental chemistry Habilitating novel industrial technologies Water management</li> </ul>
2017- Present	<b>Independent Expert &amp; project evaluator for Finlombarda_ Multisectoral industry</b> Regione Lombardia
	<ul style="list-style-type: none"> <li>- Project evaluator (Selection- Interim- final evaluations) in the following sectors <ul style="list-style-type: none"> <li>o Habilitating industrial innovative technologies</li> <li>o Enterprises system competitiveness</li> <li>o Sustainable economy program</li> </ul> </li> </ul> The projects can involve widely national partners, not only the regional ones
2015-Present	<b>Lecturer at various Master Courses within the Academia and Industrial consortia &amp; Clusters</b>
2022-2023	Trentino Social Tank: PRO EUROPE PROJECT DESIGN AND MANAGEMENT – Professor at Master in europrogettazione e strategie europee 2021 2027
2017	University of Genova: Geothermal engineering Master course for international students
2018/2021 -Present	<b>MIUR_ Scientific expert in scientific culture divulgation Issued Feb 2021 · Scientific expert in Competitive Industrial research and social development issued in Jul 2018</b>
01/04/2012 -30/06/2013	<b>Research &amp; Innovation Centre Director-</b> Coatings industrial sector

	<b>Boero Group SpA Genova (Italy)</b>
	<ul style="list-style-type: none"> <li>• Direction of the Research and Development Department, a group of 42 managers and Specialists Development strategy and pipeline definitions by synergic actions with the other depts.</li> <li>• Projects supervision; Environmental security dossier supervision; Verification of product compliance with the regulatory requirements in force (ex. BDP Directive-Biocides, "ZERO VOCs and water release coatings for marine application").</li> <li>• Elaboration and scientific supervision of financed development projects (LEAF Project FP7 <a href="https://leaf-antifouling.eu">https://leaf-antifouling.eu</a>). Collaboration with the academic institutions and industrial associations</li> </ul>
<b>01/05/2010-31/03/2012</b>	<b>Life Science Division Global Director_ Specialty Chemicals Industrial sector Lamberti Group SpA_ Gallarate (VA) Italy &amp; Global</b>
	<ul style="list-style-type: none"> <li>• Life Science Division Direction, EMEA, Asia Pacific, Americas including P&amp;L responsibility through the coordination and lead of a global division of directors and functional managers from R&amp;D to Business in a strict matrix-based structure.</li> <li>• Implementing Innovation on the existing Technologies in the agrochemical, Detergency and Cosmetic fields through Innovation inceptions and cross fertilization actions.</li> <li>• -Production capacity and industrial plants implementation successful projects_ Development and realization by objectives of the global strategic plan for the division in cooperation with the other members of the management team which I was part of M&amp;A actions for the Life Science sector</li> </ul>
<b>12/03/2001-30/04/2010</b>	<b>Business Development Manager &amp; Director Chemical multisectoral field including Coatings, Printings, Cosmetics, Plastics &amp; Liquid Crystals Merck KGaA- Merck SpA (Darmstadt (DE) and Milano (IT)</b>
	<ul style="list-style-type: none"> <li>• Direction of the Italian Business Unit, responsibility for market development, from the technological application to the economic result both in the industrial and cosmetic sector for the Performance Chemicals sector.</li> <li>• Co-branding and cross fertilization product developments by adopting a push pull model to convey new needs to the generation of innovative products (successful projects lead with Swatch, Coca Cola Europe, PPG, ICM, Intercos, Frankie Morello Sensitive® ...)</li> <li>• Successful Set up of special Interest Groups, in the context of co-development and Internationalization projects for companies, horizontal and vertical partnerships</li> <li>• Successful development of the division from 5 to 35 Mio Euro in 7 years' time in an all the sectors; successful divisional team development and training up to global positions in the company through a fruitful collaboration with the mother company.</li> <li>• Development of technological solutions through the application of advanced materials for industries belonging to the Plastics, Paints, graphic, paper, textile, and optical sectors.</li> <li>• Development of advanced materials in the sectors based on inorganic pigments with optical reflectance based on aluminosilicates, Nano technological graphite with conductive properties.</li> <li>• Creation of materials based on liquid crystals for anti-counterfeiting, development of materials in the textile and plastic field for key Italian and</li> </ul>

	<p>foreign companies with trademark and patent filing. Within this experience I worked for more than 1 year in Germany at the headquarter in Darmstadt and I was Global Key account Johnson &amp; Johnson, managing a group of international multicultural managers.</p> <ul style="list-style-type: none"> <li>• Founder Member of the PROCOAT and PROPLAST Enterprises consortia, Politecnico di Torino</li> <li>• Management of the BU Team (commercial- marketing- Customer care) with P&amp;L Responsibility from T.O to II° Contribution Margin</li> </ul>
<b>01/06/1995 – 9/03/2001</b>	<p><b>International Projects Manager</b> Printing inks for packaging_Chemical sector  <b>Sun Chemical Group_</b> Caleppio di Settala(IT)_ Rochdale-Harlow-Orpington (UK)</p>
	<ul style="list-style-type: none"> <li>• International projects leader in the field of <ul style="list-style-type: none"> <li>▪ Food contact packaging ink formulations</li> <li>▪ Advanced materials insertion to comply with the EU regulatory frame of new coloring and pigmenting molecules, insertion, and development of new phthalate-free plasticizers for the production</li> </ul> </li> <li>• Creation of the European color system service by developing a chemical engineered integrated IoT system</li> <li>• Development of advanced production technologies with customers for the online recovery and reuse of process solvents and recovery of processing returns (Tetra Pak, BP Europack, Gerosa Group)</li> <li>• Management of a team of five specialists and coordination of a European group of specialists. Within this experience I worked in UK (Orpington, Rochdale, Harlow) for two years in 1998 and 1999</li> </ul>
<b>02/03/1993 – 31/05/1995</b>	<p><b>Lab Technician_</b> Coatings Industrial sector  <b>Plasveroi SpA _</b>Giovenzano_(IT)</p>
	<ul style="list-style-type: none"> <li>• Quality control, R&amp;D of decorative coatings, Customer Technical Assistance, Process technology operator in the coating for decoration. Small Enterprise with national dimension Attendance of various training courses, including specific trainings on natural polymers based formulations at Courtauld's in UK.</li> </ul>
<b>EDUCATION AND TRAINING</b>	
<b>03/2022-06/2022</b>	<p><b>MASTER IN SUSTAINABILITY LEADERSHIP</b>  Imperial College of London Business School Emeritus  Issued Jul 2022 · No Expiration Date  Credential ID 54814364  <a href="https://certificates.emeritus.org/9fc4728d-8adc-44ba-9e84-c599bd59b85b#gs.bc2ozv">https://certificates.emeritus.org/9fc4728d-8adc-44ba-9e84-c599bd59b85b#gs.bc2ozv</a></p>
<b>Developed expertise</b>	<p>Gained expertise about creating a responsible business model for lasting economic value –purpose-driven to deliver positive environmental and social impact for all stakeholders.</p> <p>Developing new methods and a new mindset model for business leadership while refining a sustainability innovation strategy for the organizations to the challenge environmental, social and governance (ESG) goals</p> <p><b>Thesis: “Shifting the organization to a life-centered chemical ecosystem through a disruptive responsible production strategy supported by a new governance model and a reformed stakeholders’ network”</b></p>
<b>01/2012- 12/2012</b>	<p><b>MASTER IN INNOVATION MANAGEMENT FOR AND IN THE ENTERPRISES</b>  24ORE Business School  Certificate</p>



<b>Developed expertise:</b>	Innovation Management in Process and Technology, Products, Services, Organization, Business and Marketing; networking with top innovation players (Apple- Google- Campari- Toyota- BIP Group) <b>Thesis: "A novel turn around in Bionike"</b>
<b>10/2003 -12/2004</b>	<b>IMP DIPLOMA: INTERNATIONAL MANAGEMENT PROGRAM</b> Heinrich-Emanuel-Merck-Schule Darmstadt, Darmstadt (Germany) Certificate
<b>Developed expertise:</b>	International Management, Economics, Financial, Business strategy <ul style="list-style-type: none"> <li>• International Management Program at the Company School of Management including a dissertation about a full year project regarding <b>"Building a stable long term growth platform in changing environment", focused on the specialty chemicals for luxury and fashion industry. External support by Domus Academy</b></li> <li>• Technology transfer and cross fertilization models</li> <li>• P&amp;L, Balance sheet, cash In /Cash Out statement elaboration and implementation methodologies</li> <li>• Annual Financial reports development and interpretation</li> <li>• Price management</li> <li>• Merging &amp;Acquisitions</li> <li>• Project Management</li> <li>• Market in take strategy</li> <li>• Intercultural management</li> </ul>
<b>01/1999-06/1999</b>	<b>SOFT SKILLS FOR MANAGEMENT OF HUMAN CAPITAL QUALIFICATION</b> <b>ISTUD</b> - Istituto di Studi Direzionali, Milano (Italy) Certification
<b>Developed expertise</b>	How to mobilize human resources: managing human resources in changing organizations under M&A integration processes
<b>01/04/1995 -30/04/1995</b>	<b>APPLIED ADVANCED COLOR PHYSICS FOR AUTOMOTIVE AND PLASTICS</b> FCA Research Centre, Torino (Italy) Certification
<b>Developed expertise</b>	<ul style="list-style-type: none"> <li>• Advanced Colorimetry Course for polymeric and metal applications. Physics, ergonomic aspects, light interactions, RGB vs Reflective systems.</li> <li>• Liquid Crystal displays applications</li> <li>• Ergonomics and Spectrophotometry applied to aesthetic and functional solutions</li> </ul>
<b>01/01/1994 – 31/12/1994</b>	<b>CERTIFICATE IN COATINGS TECHNOLOGIES</b> FEDERCHIMICA- National Chemical industry Association, Padova (Italy) Diploma
<b>Developed expertise</b>	Advanced training course for R&D Technicians and operators in the chemical sector of coatings and construction systems Networking with the sectorial industries and Academic related departments
<b>01/09/1990-09/10/1991</b>	<b>MASTER OF SCIENCE IN PHOTOCHEMISTRY</b> University of Kent at Canterbury, Canterbury (United Kingdom) Degree 7.5/10
<b>Learnings</b>	Master in Photochemistry - Pharmaceutical application of cyclo-alfa beta nitro alkenes. Additional studies in <ul style="list-style-type: none"> <li>▪ Crop protection chemistry (agrochemistry)</li> <li>▪ Medicinal chemistry</li> </ul> <b><u>Novel Photochemistry and Advanced spectroscopy for detection and quantitative determination on solid phase matrices</u></b>
<b>01/11/1986 – 30/09/1992 (including the 1-year Master Course)</b>	<b>LAUREA IN PURE CHEMISTRY -ORGANIC CHEMISTRY SPECIALIZATION</b> Università degli Studi di Pavia, Pavia (Italy) Degree: 110/110 cum laude
<b>Learnings</b>	5years University degree with specialization in Organic chemistry, covering

	Synthetic routes -Heterocycles and Macromolecular studies- Crystallography- Mineralogy -Math and physics -Thermodynamic and physical chemistry - Polymeric & Organic chemistry - Inorganic chemistry Photochemistry				
<b>PERSONAL SKILLS</b>					
<b>MOTHER TONGUE</b>	Italian				
<b>FOREIGN LANGUAGES</b>	English				
	Listening	Reading	Spoken interaction	Spoken production	Writing
<b>English</b>	C2	C2	C1	C1	C2
<b>French</b>	A2	B1	A2	A1	A1
<b>COMMUNICATION SKILLS</b>	<ul style="list-style-type: none"><li>• Capability and natural attitude to explain and manage complexities by using simple, comprehensible communication schemes, adopting also behavioral methodologies adapted to the specific cultural environment, therefore based on listening and observational behavior</li><li>• Effective communication skills, both technical and conversational</li><li>• Natural empathy with audience within professional contexts and in public</li><li>• Clearness in writing and in explaining concepts</li><li>• I like instant communication by meaningful pictures and attracting images</li><li>• Fresh, honest, curious interacting approach and behavior</li></ul>				
<b>DIGITAL SKILLS</b>	Good command of office package (POWERPOINT, EXCEL, ADOBE ACROBAT WRITER-ONEDRIVE-SKYPE-WORD- OUTLOOK), management operative systems (SAP- ACCESS), usual tools and interactive platforms for communication (LYNC, CISCO, ZOOM, GOOGLE DRIVE, DOODLE, SHAREPOINT. )				
<b>ORGANIZATIONAL/ MANAGEMENT SKILLS</b>	<ul style="list-style-type: none"><li>• Ability and consolidated attitude in managing both senior and junior professionals by adopting innovative approaches and inclusivity-based methods, based on a solid, wide competence gained on field and on my natural determined and enthusiastic determined approach to the various challenges</li><li>• Multitasking and energetic approach</li><li>• problem solving and flexibility, well balance adapting behavior without losing the scope</li><li>• Intercultural attitude, proved along my professional history by successful management of multicultural groups of collaborators</li><li>• Inclusion and structured approach based on proper planning and proper time management as well as on awareness of criticalities and opportunities and methodologies to overcome the barriers</li><li>• Team building based on deep interactions towards the optimal potential cluster of people /stakeholders/ supporters</li><li>• Good capacity in balancing technology aspects with human, social and market needs and opportunities <u>which open to a 360° approach in negotiation</u></li><li>• <u>True open mind approach towards novelties, innovation opportunities without losing the point, as per an extensive experience on field</u></li></ul>				
<b>JOB RELATED SKILLS</b>	<ul style="list-style-type: none"><li>• Management by objectives and targets</li><li>• Multidisciplinary expertise and value chain based approach in multiple sectors, B2B and B2C.</li><li>• Listening and observation as prior actions to build up projects and teams in the right time</li><li>• Determination</li><li>• Q approach</li><li>• Good time management</li><li>• Experience and accountability</li></ul>				



	<ul style="list-style-type: none"> <li>• Intercultural attitude</li> <li>• Transversal vision</li> <li>• Wideness of competence and knowledge</li> </ul>
<b>ADDITIONAL INFORMATION</b>	
<b>PUBLICATIONS/EDITORIALS</b>	<ol style="list-style-type: none"> <li>1. <b>"A review of financial instruments available to startups, scaleups in the water sector"</b>- FINDING INNOVATIVE FINANCIAL SOLUTIONS TO WATER SCARCITY IN SOUTHERN EUROPE, EIT Water Scarcity, Co-author, 2021</li> <li>2. <b>White phosphorus from secondary resources: The H2020 project FlashPhos, September 2021</b>, DOI:<a href="https://doi.org/10.13140/RG.2.2.15343.56487">10.13140/RG.2.2.15343.56487</a> Conference: LCM 2021 - The 10th International Conference on Life Cycle Management (Aim of the project is to demonstrate in pilot scale a sewage sludge disposal and P-recovery technology to be implemented all over Europe (and the world). Focus are countries with the need for a sustainable sludge and phosphorus strategy (which applies e. g. to most EU countries). The FlashPhos approach is a combination of physical and thermal processes enabling us to accept sewage sludge as it comes from the treatment plants to produce elemental white phosphorus, a climate friendly cement, different valuable metal fractions and a fuel gas, without producing any solid residues).</li> <li>3. <b>FINDING INNOVATIVE SOLUTIONS FOR WATER SCARCITY IN SOUTHERN EUROPE</b> <a href="https://www.eitfood.eu/files/EIT-Community-Water-Scarcity-2021.pdf">https://www.eitfood.eu/files/EIT-Community-Water-Scarcity-2021.pdf</a></li> <li>4. <a href="https://www.eitfood.eu/media/clc-documents/Water%20Brochure%20SUMMARY%202020-compressed.pdf">https://www.eitfood.eu/media/clc-documents/Water Brochure SUMMARY 2020- compressed.pdf</a></li> <li>5. <b>"Il Ruolo dell'acqua nella Circular Economy"</b> - un'opportunità di sviluppo " MyMarketingNet -www.mymarketing.net. 15/07/2015 AISM Newsletter- www.aism.org 28/07/2015</li> <li>6. <b>"Geothermal application in the green building field"</b>- "Intensive course for Russian junior staff on energy saving for environmental protection and control"- Book Volume Master course in "ENERGY SAVING AND ENVIRONMENTAL MONITORING IN RUSSIA", Università Di Genova published on <a href="http://greenma.tstu.ru/">http://greenma.tstu.ru/</a> 2013</li> <li>7. <b>"NEW FORMULATION OF PAINT AIMED TO IMPROVE REFLECTION OF INFRARED RADIATION FOR ENERGY EFFICIENCY OF BUILDING"</b> European Conference on Smart &amp; Functional Coatings, Torino, Italy MCPasi, G.DiTanna, E.S. Cozza, S. Vicini, F. Milella, September 2013</li> <li>8. <b>"NEW COMPOUND FOR ADVANCED PROTECTION"</b>-Journal of applied cosmetology 26, 39-46 (jan- march 2008)"Special reports 8th Congress of International Society of Cosmetic Dermatology (ISCD)-Beijing 2008</li> <li>9. <b>"Il colore negli inchiostri da stampa: la scienza a servizio delle industrie grafiche, editoriali e dell'imballaggio"</b> di Maria Cristina Pasi, Collective book:"Atti di Colorimetria" -SOCIETÀ ITALIANA DI OTTICA E FOTONICA - Gruppo di Lavoro in Colorimetria e Reflectoscopia a cura del Prof. Claudio Oleari</li> <li>10. <b>"Renovation in Innovation: a successful route to gain a sustainable chemical industry from a local to a global perspective,</b> <a href="https://ec.europa.eu/easme/en/life-platform-meeting-chemicals-indicator-workshop">https://ec.europa.eu/easme/en/life-platform-meeting-chemicals-indicator-workshop</a>, LIFE program, Vilnius, 2019</li> <li>11. <b>"Può l'Innovazione essere cauta?"</b> Weekly articles under my name about Innovation in research and sustainable processes for the R&amp;I platform of Regione Lombardia, <a href="https://www.openinnovation.regione.lombardia.it/it/b/16369/pu-l-innovazione-essere-cauta,2020">https://www.openinnovation.regione.lombardia.it/it/b/16369/pu-l-innovazione-essere-cauta,2020</a></li> </ol>

<p><b><u>REFEREES</u></b></p>	<p>12. ....</p> <p>The deep experience on field allowed me to build up a robust networking system. All the mentioned referees developed deep professional experiences with me along my professional life till nowadays in many European countries. Many others available on specific request.</p> <p>Italy:</p> <ul style="list-style-type: none"> <li>• Dr. Laura Izzo - <b>MISE</b> Officer; +39 3493714948- email: <a href="mailto:laura.izzo@mise.gov.it">laura.izzo@mise.gov.it</a></li> <li>• Prof. Vellini_ Univeristà di TorVergata, Head of Dept Ingegneria Industriale energetica</li> <li>• Dr. Eng. Sergio Iorio – <b>CEO Italmatch Group</b> Phone +39 010 64208201 Mob Phone: +39 3356003720 email: <a href="mailto:s.iorio@italmatch.com">s.iorio@italmatch.com</a></li> <li>• Dr. Roberto Isidori_ <b>COO Fincantieri</b> SpA</li> <li>• Dr. Gabriella Cadeddu <b>Finlombarda</b> S.p.A. Direzione Sviluppo e Gestione Prodotti e Servizi Tel: +39 02 60744509 <a href="mailto:gabriella.cadeddu@finlombarda.it">gabriella.cadeddu@finlombarda.it</a></li> <li>• Dr. Chiara Mangiarini, <b>Global HR ICE Group</b>, +39 3316639906, <a href="mailto:chiara.mangiarini@gmail.com">chiara.mangiarini@gmail.com</a></li> <li>• Dr. Luigi Lanuzza, <b>Head of B2C and B2B Innovation Factory</b> at Enel X , +329 0895417</li> </ul> <p>Greece, Portugal, Spain, Malta, France, Bruxelles, Slovenia, EUROPE:</p> <ul style="list-style-type: none"> <li>• Dr.Eng. Andrea Rubini, <b>EIPA and Director of Operations at the European Water Technology Platform</b>, Brussels Tel. +32 472442016</li> <li>• Dr. Stella Tsani, <b>Professor at the University of Joannina and Global Young Academy associate</b> <a href="mailto:stellatsani@gmail.com">stellatsani@gmail.com</a></li> <li>• Marta Carvalho Marques, <b>Innovation Manager at AdP, Lisbon</b>, <a href="mailto:m.carvalho@adp.pt">m.carvalho@adp.pt</a></li> <li>• Antonia Lorenzo Lopez, <b>CEO at Bioazul</b>, Malaga <a href="mailto:alorenzo@bioazul.com">alorenzo@bioazul.com</a></li> <li>• Jochen Froeblich, <b>Strategy Development - Innovation for Inclusive Growth</b> at Wageningen Environmental Research Centre (NI, DE) +4915773478134</li> <li>• Eric Hoa, <b>Programme Manager</b> at EU Delegation to the African Union, DG INTPA, EU and Global, <a href="mailto:hoaeric@gmail.com">hoaeric@gmail.com</a></li> <li>• Mark Scicluna, <b>Product Development Executive - Business Banking</b>, Malta <a href="mailto:mark.sciclunabartoli@bov.com">mark.sciclunabartoli@bov.com</a></li> <li>• Gaetane Suzenet, Managing Partner @International Impact Partners, Paris, <a href="mailto:gaetane.suzenet@icloud.com">gaetane.suzenet@icloud.com</a></li> <li>• .....</li> </ul>
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Maria Cristina Pasi

18/12/2023