

# MarcoMasia

Innovator & Manager

## contact

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## work experience

### 2020-present

Founder and MD of  
MARMAS GmbH  
(Germany)

### 2015-2020

Freelancer Consultant  
on Innovation and  
Entrepreneurship  
(Europe)

### 2013-present

Management positions  
in European  
not-for-profit  
organisations (Europe)

### 2016-2019

Founder and MD of SC  
Travel GmbH (Germany)

### 2006-2016

Professor of Theoretical  
Chemistry at Università  
di Sassari and National  
Research Council (Italy)

## languages

**Italian** native

**English** C2-level

**Spanish** C2-level

**German** B2-level

## Summary

With a sound background in innovation, management, and research, I bring a unique set of competences and expertise to identify and understand innovative businesses.

## Innovation

**[2015-present]** I have provided consulting services to small and medium companies on Innovation and Entrepreneurship.

- Start-up coach for EIT Food, EIT Health, WeWork Labs, and Life Science Factory.
- co-funder of UniCube Ventures.
- Brokered access to finance to dozen of European companies.
- Advised start-ups on bootstrapping and financial sustainability.
- Developed ad-hoc strategies for growth of start-ups and scale-ups.
- Senior Expert on *Research and Innovation* for the Center for Strategy and Evaluation Services.
- Senior Consultant on EU Innovation projects for InnoEXC GmbH.
- Provided training to a European network of researchers, research institutions, and SMEs.
- Chair and organizer of the *Innovation in Europe, Circular Economy and Quantum Future* sessions in large conferences.

## Management

**[2014-present]** I have managed two startups (founded by me) and two large international not-for-profit organisations.

- **MARMAS GmbH & SC Travel GmbH**
  - Managed a distributed team of up to 10 people.
  - Identified strategy roadmaps.
  - Scaled up with digital communication and digital marketing.
- **Initiative for Science in Europe & Marie Curie Alumni Association AISBL**
  - Ideated innovative solutions for sustained growth.
  - Managed a budget of 300k EUR per year.
  - Raised 40k EUR.
  - Managed teams of up to 15 people.
  - Driven to strategy development.
  - Responsible for digital communication strategy, operations, and IT development.
  - Organized 3 large conferences with more than 300 participants, 2 small conferences with up to 150 participants, and 12 webinars for different kind of audiences.
  - Liaised with European research associations and policy makers.

## expertise & skills

business acumen  
lean startup  
design thinking  
strong relationship builder  
due diligence for investments  
critical and creative thinking  
ability to learn  
solution oriented  
excellent communication & narration  
financial analysis & planning  
leading distributed teams  
coordination of international projects & teams  
project management

## Research

**[2006-2016]** As Professor of Theoretical Chemistry, I have worked in fundamental research and I have taught advanced courses at graduate and undergraduate level.

- Coordinated 13 international research projects.
- Managed a 300k EUR research grant at Boston University.
- Organized 2 international conferences.
- Supervised 21 research fellows.
- Published 52 highly cited research papers.
- Visiting scientist at 5 Universities worldwide.

## Extras

In my career, I have gathered additional experiences that add value to my profile.

- **Leadership** Mentor at the New Your Academy of Sciences and member of the management team of the **Joint European Mentoring Initiative (JEMI)**.
- **Intercultural Experiences** Lived in seven countries; teamed-up and worked with people from all continents.
- **Web development** Developed and curated 5 websites.
- **NGOs** Volunteer for fund raising and grant writing at *Chemists without Borders*.
- **Awards**
  - UNESCO prize for the “Chemistry in South-East Europe” (2011)
  - Best PhD thesis in “Applied Physics” (2005).

## Education

2015–2017 **Executive MBA** Frankfurt School of Finance & Management, Germany  
MBA from Frankfurt Business School

2001–2005 **PhD** Applied Physics and Simulations Polytechnic University of Catalonia, Spain  
Graduated with Summa cum Laude

1995–2000 **MSc** Chemistry University of Sassari, Italy  
Graduated with Summa cum Laude