

Lorenzo Sutton Resume

Tel: (+39) 347 09 49 860

Email: lorenzofsutton@gmail.com

Skype: l.sutton

LinkedIn: <http://lnked.in/lisutton>

Detailed list of **professional achievements and projects**: goo.gl/hTccVu

Publications, presentations and events:
www.lorenzosu.net/about/publications

Gitlab:
www.gitlab.com/lorenzosu



Summary

- > Extensive **project & innovation management** on large, complex, cross-cutting **projects**
- > **Senior consulting** experience with high-end and international companies
- > Successful **client acquisition** and partner management: from lead generation to **contract** signing
- > Deep knowledge of the **ICT**, web and **digital markets**
- > Track record in **business development** with **communication** skills and ability to engage
- > **Constructive** person great **team player**
- > **Bilingual** English and Italian and **international** mindset

Skills and Expertise

Project & Innovation management and product development

- **Management** and coordination complex, multi-faced EU research projects
- Successful lead roles within **cross-functional**, international **teams** and technical roles
- Full Innovation Management and **grant applications** for funding on EU and National schemes
- **Team** leadership, people management and **training**
- Budgeting, work/resource **planning** and monitoring
- **Product/services development** actions bridging both technical and **user** requirements
- Time, stress and **work management** ensuring quality, deadlines and standards

Business development communication and marketing

- Effective **multi-level communication** skills
- Full-chain **client and lead** management from acquisition to contract closure
- **Presentation** and demoing to different audiences, including **fairs**, conferences, etc.
- Designing and carrying out demos, PoCs, mock-ups, pitches, etc.
- Strong technical and 'layman' **writing** skills
- **Business** planning and development with analysis and data (e.g. ROI, SWOT, C/B etc.)
- **International** mind-set and capability to work accordingly

Technical summary

- **Programming**: Python, C/C++, Tcl/Tk, Pascal, PureData, Max/MSP
- **Web**: HTML5, CSS, JavaScript, jQuery, XML, PHP, XSLT, XPath, SMIL
- **Office**: MS Office, Libre/Open Office, Google Docs/Sheets (including scripts)
- **Databases**: PostgreSQL, MySQL, exposure to MongoDB
- **Web frameworks and CMS**: Django, WordPress, osCommerce, xDAMS
- **Multimedia**: digital audio and video expert – creation, editing, management, transcoding
- **Linux sysadmin** experience setting-up and running virtual (KVM, VirtualBox) and real boxes

Job experience

Innovation Management and EU Projects Oct 2017
Engineering Ingegneria Informatica Spa – Rome, Italy

Within the R&I Unit, **Innovation Management**, project management and coordination on various projects in different sectors including Smart factories, Big Data and Cybersecurity. Proposal and idea management, Exploitation and business development. **Project and Team** management.

Innovation Management and Product development Jan 2016 – Sept 2017
Nesea Srl – Rome, Italy

Innovation Manager, including **proposal**, idea and **project management** on all running projects. Innovation and business development, including **successful client acquisition**. New **value propositions** and products. **Team** and people management.

Innovation Management Consultant Feb 2013 – Dec 2015
PNO Consultants – Rome, Italy

Complex **grant applications**, project management and project work. **Client acquisition and management**. **Business strategy consultancy** including business plans, market analyses, ROI and user requirements. **Technical IT consultancies**, including staff coordination.

Research and Digital Projects Management Oct 2005 – Mar 2013
Accademia Nazionale di Santa Cecilia – Rome, Italy

EU **Projects management** in **ICT**, new media and digital content. **User** requirements and testing, **impact** generation, metadata, automatic content creation, prototyping and demos. Customised **software** in Python, JavaScript, Bash, C. Technical support and **multimedia**. Events organisation.

Private teaching and tutoring 1999 – 2005

Various freelance jobs as private tutor teaching, English, computer, guitar, conversation, etc.

Education

Degree in Humanities *cum laude* (300 ECTS) Università La Sapienza – Rome, Italy 2000 – 2006

MA in Electronic Music *cum laude* (300 ECTS) Conservatorio S. Cecilia – Rome, Italy 2007 – 2012

Certifications

PRINCE2 Foundation Certificate in Project Management AXELOS 2018

TEFL Intensive Training Course The TEFL Academy 2017

Other relevant information

Strong believer in the **positive power of technologies** to improve people's life. Passionate user of Open Source as well as Open Access and Open Standards.

After being a scout myself, I was a **certified Scout Leader** from 1999 to 2009. I learnt a lot about the value of diversity, identifying and stimulating potential in people and situations, education, loyalty, doing one's best, as well as various practical skills.

I like to spend quality time with my family and I have various interests including my **bicycle**, photography, reading, cinema, cooking and friends.