

Bruno QUARTA

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HISTORY

- From 2014 **General Director**,
University of Milano
- 2011-2013 **Strategy and Operations Director**,
Compagnia di San Paolo /University of Torino
- 2004-2010 **Research Office Director**,
University of Bologna
- 2003-2004 **Business Development Manager**,
Microsoft Corp.
- 1999-2003 **University Relations Manager**,
Microsoft Research
- 1997-1999 **Business Manager**,
Microsoft France
- 1992-1997 **Entrepreneur**,
ATS Télétravail

OTHER RESPONSIBILITIES

Served in several groups and commissions at national or EU level

AREAS OF EXPERTISE

- Strategy and Operations
- Executive management
- Building and implementation of development strategies
- Finance
- P&L and Business Plan
- Organisation
- Negotiation (tech-transfer, unions)
- IT, including systems, ERPs and process workflows
- R&D
- LCA

EDUCATION

French Graduate Business School
INSEEC, Bordeaux, France, 1991
Specialised in Company Organisation,

LANGUAGE PROFICIENCY

- French, mother tongue
- English, fluent
- Italian, fluent

AFTER WORK

- Sailing
- 3D printing and CAD (starting)

PROFESSIONAL ROLES AND ACHIEVEMENTS

Istituto Nazionale di Fisica Nucleare (INFN), Italy
General Director

May 2016 to date

Also Acting Director for Research Development
and Acting Director for External Funds

Università degli Studi di Milano, Italy
General Director

Jan.2014 to Apr.2016

Manages a 67.000 students public University (as one of the five governing body reporting directly into University Board), overall responsible for University resources and management: 7.500 payrolls, 700M€ overall budget, over 100 buildings for 440.000 m² (including 44.000 m² of research laboratory in medicine, biology, hard sciences, ...).

- Deeply involved in University strategy and evolution;
- Defined and started implementing a **new** organisation for administration (2.000 people, changing office philosophy from "correct application of law" to "customer services";
- Currently driving series of structural and tactical changes within various areas, e.g.:
 - Change of accounting system (highly impacting structural change);
 - Creation of a "private sector like" finance approach (P&L, budget based, ...);
 - Defined a new staff training agenda aimed at developing technical competences and accountability;
- Engaged relations with unions in a different way allowing profitable discussions and decisions on training models, people and premises security, welfare, ...

Compagnia di San Paolo/University of Torino, Italy

Jan.2011 to Dec.2013

Strategy and Operations Director (Common Strategic Task Force)

Ideated, proposed and created a new entity co-developed by Compagnia di San Paolo Foundation and the University of Torino involving now other 7 research institutions for a total of 4.100 researchers. Its main goals include the development, funding and knowledge transfer of regional public research institutions.

- Developed new multi-institutional organisation aimed at increasing research funding, research output and tech-transfer;
- Played a key role in public research institutions cooperation both at strategic and operational levels;
- Actively participates to regional strategic planning related to research and innovation, including the management of the financial aspects;
- Increased motivation and productivity of research teams providing new services and communication policies and practices.

Alma Mater Studiorum – Università di Bologna, Italy

Oct.2004 to Dec.2010

Research Office Director (Research Area)

Led and completely reengineered a team of 90 highly skilled personnel (increasing headcount from 17 to 90 in 6 years).

[University: 95.000 students, 5.800 research staff and staff, 2.800 research students, over 850 M€ annual budget.]

- Played a key role in the definition and execution of University Research Strategic Agenda producing noticeable results:
In 5 years, brought the University of Bologna from unranked to the 27th place in the FP7 participations grants (1st Italian University and 53rd overall beneficiaries);
- Doubled the overall university research funding from 51 to 97M€ in 5 years;
- Defined new tech-transfer policies based on fair negotiation with industry with significant results in terms of signed agreements and revenue sharing for licenses and spin-off;
- Completely reorganised research office structure and operations to ensure effective support to the research teams;
- Strongly implicated in accounting system change and to ERP system planning.

Microsoft Corp, United Kingdom
Europe Business Development Manager (SPOT Team, Windows division)

Apr.2003 to Sept.2004

Joined a new Microsoft Research Spin-off developing data transmission technology to small objects (Microsoft Smart Watch):

- Led new business development opportunities in Europe;
- Negotiated high level agreements for Spot technology deployment (MSN Direct brand);
- Participated to consumer product and market analysis;
- Re-oriented Microsoft strategy towards *small connected object* in Europe.

Microsoft Research Ltd, United Kingdom
University Relations Manager (Southern Europe and Middle East)

Apr.1999 to Mar.2003

Joined a newly created team aimed at engaging with EMEA universities and computer science department for financing research, technology scouting and community building.

- Built relationships with key strategic universities at academic research and university boards level;
- Coordinated research project evaluation, management and funding, including Intellectual Property risk/gain analysis;
- Assisted product groups in technology scouting and analysis.

Microsoft France, France
Business Manager (Microsoft Consulting Services - MCS)

Mar.1997 to Mar.1999

Managed and developed a team of 5 Microsoft consultants and 15 partners and sub-contractors in Microsoft technologies (systems and development) in a new market.

- Managed contracts, including intellectual property, legal issues and billing;
- Successfully managed, with very large autonomy, 3 highly sensitive and failing consulting large projects.

ATS TéléTravail Sarl, France
Founder

Sep.1992 to Feb.1997

Initiated a new consultancy firm in Teleworking technology and integration of information technology into organisations.

- Launched and federated the nationwide ANTARES Teleservices Network: largest network in France at that time;
- Led Telework development: concepts and products, linking organisation and technology conceiving, in the pre internet area, a file transfer system allowing real time low-cost tele-work activities.