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# Armando Fossi

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## Esperienza

### **Luiss Business School - SAA School of Management**

Contract Lecturer for the Executive Master in Open Innovation & IP

Apr 2023 - Present

Rome, Turin.

### **University of Turin - WIPO Academy**

Contract Lecturer in Open Innovation

Apr 2023 - Present

Turin

### **Ditra Software Srl**

Co-founder & CEO

July 2022 - Present

Rome, Turin, New York.

### **Coleman Research**

Senior Business Development and Strategy Consultant

July 2022 - Present

New York

### **Res Excelsa - Pharmaceutical Consultancy Company specialized in Pharmaceutical Market Access**

Co-Founder and Director Business Development and Strategy

January 2019 - December 2021 (3 years)

Rome

### **MySolution - Cesi Multimedia**

Author - Company area

January 2017 - December 2020 (4 years)

Rome

**Skillpharma**

Member of the Supervisory Committee and Director Business Development and Strategy

July 2017 - June 2020 (3 years)

Rome

**ROI**

Lecturer in Management

January 2018 - December 2018 (1 year)

Rome

**Studio Commercialisti e Avvocati - Valore Associati**

Associate - Business Development Operations

January 2017 - December 2018 (2 years)

Rome

**Euroconference**

Author - Company area

January 2017 - December 2017 (1 year)

Rome

**Stealth Startup**

Junior Business Development and Strategy Manager

June 2015 - December 2016 (1 year 7 months)

New York

**Syncsort**

Junior Business Development - Summer Internship

June 2013 - August 2013 (3 months)

Upper Saddle River, New Jersey, United States of America

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## Istruzione

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### **LUISS Business School**

Executive Master in Open Innovation & Intellectual Property (2020 - 2021)

### **SAA - School of Management, University of Turin**

Executive Master in Open Innovation & Intellectual Property (2020 - 2021)

### **Market Access Academy**

Specialization course in MANAGEMENT OF THE CORPORATE BUDGET for Pharmaceutical Companies: Regulatory, legal and financial implications · (2019 - 2020)

### **About Pharma Academy**

Specialization course in Market Access for the Life Science · (2019 - 2019)

### **About Pharma Academy**

Specialization course in Market Access for the Medical Devices · (2018 - 2018)

### **Luiss Guido Carli University**

Master's degree, Business Administration  
2013 - 2015

### **Faculty of Economics and Business Sciences of Benevento**

Bachelor of Business Administration - BBA, Business / economic managerial  
2009 - 2013

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## Certificazioni

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Chartered Accountant

Supervisory body member of AODV 231

Member of Italian Association of Internal Auditor

Livello C1\_Certificazione Trinity Colloge

Livello B2\_Certificazione conseguita presso British School: Pearson Level 3