

## Curriculum Vitae Europass



### Personal information

Name / Surname	<b>ALESSIO DI IORIO</b>
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Tel.	+39 335 6317013
Nationality	Italian
Date of birth	20 January 1961
Gender	Male
Status	Married, 2 sons

### Summary of Work experience

*I am a senior Business Development Manager with hand-on extensive experience in Proposal and Project Management for a broad range of industrial and Research & Technology Development projects mostly in the space market for prime industries (Thales Alenia Space, Airbus Defence and Space, OHB System), institutional customers (ESA, EU, ASI), universities and research centres across Europe. I am currently holding the position of Managing Director at ALMA Sistemi sas, providing high level consultancy to industries and research centres in the space and RTD markets with specific regard to business development and bid management for ESA and EU programmes with a track record of success contracts. I am also involved in several EU and ESA projects covering impact analysis, business plan, communication, dissemination and coordination of engineering tasks.*

*In the lifetime of my career I have been working for more than two decades and half in Space, Research & Development and Information Technology covering several, high profile, management and engineering roles with a track record of delivered projects and successful proposals.*

*My specific background experience in business development and proposal management accounts for more than 11 full years including market analysis for new technologies, identification of opportunities, establishing client relationship, bid/proposal management including implementation and financial aspects as well as negotiation and contractual follow-up.*

*Areas of expertise include: identify new opportunities and technology drivers, understanding complex system and business requirements; the ability to manage disparate stakeholder agendas across industries, public bodies and agencies as well as research organizations; assembling and leading teams across international jurisdictions; and broad experience in preparing project proposal from space systems and applications up to innovative antennas and materials.*

*My level of education include a completed university study attested by the degree with honour in Astronomy and a Master in Computer Science as well as several training courses focused in Information Technology, project management, standards and business administration.*

*My technical background experience includes several fields in the space sector including Navigation, Earth Observation, Science and human spaceflight, as well as other areas focused on Information Technology and Environment control. I also have an extensive background in software engineering, R&D, science and Information Technology in both space and non-space applications acquired by participating as Senior Analyst and Software Engineer in the fields of system and software analysis, design, development and deployment for several applications ranging from check-out systems, image processing and EO applications.*

## Work experience

Dates	April 2013 to now
Occupation or position held	Managing Director
Main activities and responsibilities	Consultancy for Business development and proposal/bid Management for industries and research centres in the space market covering different topics: Satellite Electrical and Mechanical Ground Support Equipment, telecommunication, navigation, EO applications. Acquisition and participation to RTD projects for Earth Observation applications. Project Aphorism ( <i>Innovative methods for ash plume and earthquake monitoring by remote sensing</i> , <a href="http://www.aphorism-project.eu/">http://www.aphorism-project.eu/</a> ), ITACA ( <i>Innovative Technologies for Underwater archaeology by remote sensing</i> , <a href="http://www.itaca-fp7.eu">www.itaca-fp7.eu</a> ) and SIMONA, <i>Satellite assets Integration for Maritime situatiON Awareness</i> (ESA). Activities include: market analysis, dissemination and software development.
Name and address of employer	ALMA Sistemi sas, Via Dei Nasturzi 4, Guidonia (Rome), Italy <a href="http://www.alma-sistemi.com">www.alma-sistemi.com</a> _
Type of business or sector	Space (industry)
Dates	January 2011 to March 2013
Occupation or position held	Business Development Manager and Project Coordinator
Main activities and responsibilities	I covered the position of Business Development Manager in the space market for Vitrociset group (Vitrociset Belgium Sprl, Belgium and Vitrociset SpA, Italy). Specifically my assigned task include primary contributions to the preparation of various project proposals in reply to Invitation To Tenders (ITT) and Request For Proposals/Quotations (RFPs/RFQs) issued by ESA and prime industries, market assessment, preparation of internal reports as input for marketing plans, scouting, liaison toward consolidated and potential new customers and identification of new opportunities. As Project Coordinator duties include the coordination of the Galileo Supervisory Authority Framework Program 7 (EU) projects awarded by Vitrociset Belgium during the start-up phase. Assigned tasks include project coordination, preparation of main reviews and meetings, preparation and contribution to Project Management Plans, document review and approval, planning, scheduling, risk assessment, reporting and budget control.
Name and address of employer	Vitrociset Belgium Sprl, Rue Devant les Hetres, 2, B-6890 ,Belgium. <a href="http://www.vitrocisetbelgium.com">www.vitrocisetbelgium.com</a>
Type of business or sector	Space (industry)
Dates	June 2003 to December 2010
Occupation or position held	Project and Proposal Manager, Project controller, Senior Analyst
Main activities and responsibilities	As <b>Proposal Manager</b> duties include business development activities for Rovsing group (Denmark, Ireland) and primary contributions to the preparation of various project proposals in reply to ITTs and RFP/RFQs issued by ESA and prime industries. Specific tasks include: <ul style="list-style-type: none"><li>• Management of customer relationship, company promotion towards customers and partners, identification of new opportunities and preparation of internal reports to support management decisions;</li><li>• ITT/RFQ assessment and bid organization including establishment of the industrial team, coordination of the internal team and external consultants;</li><li>• Preparation of RFQ data package for subcontractors and management of the tender process.</li><li>• Coordination, supervision and review of the technical proposal including development and AIV, Product Assurance and associated compliance matrixes;</li><li>• Preparation of the implementation and management proposal including project management, risk and configuration control plans, project organization, Work Breakdown Structure, product and documentation trees, schedule, risk register, compliances to applicable Statement Of Work and Management Requirements;</li><li>• Preparation of the financial and commercial proposal including cost assessment and compliances to applicable Draft Contract and commercial requirements;</li><li>• Management of the negotiation process up to the Kick-Off and contractual liaison toward the customer during project implementation including Contract Change Notices.</li></ul> The technology area addressed by these activities in the frame of Galileo, Sentinel, Columbus-ISS, Earth Observation and GSTP programmes covering: check out systems for payload and satellite, ground segment equipment, critical and non-critical software development and independent software verification and validation, manpower support and engineering services.

Main activities and responsibilities	<p>I have been covering the role of <b>Project Manager</b> and <b>Senior Analyst</b> in several projects in the frame of the ESA Galileo IOV Programme. Specifically In phase C/D/E1 I covered the Project Manager role for the following projects awarded by Rovsing A/S as subcontractor to Thales Alenia Space, Rome, Italy:</p> <ul style="list-style-type: none"> <li>• Radio Frequency Compatibility Test Engineering support including supporting the customer in the definition of the classified and non-classified on ground System Validation Test;</li> <li>• System Integration &amp; Verification (SIV) Tool requirements for the validation of the Galileo SIS.</li> </ul> <p>In phase C0, I covered the positions of Senior Analyst and Engineer in the following projects.</p> <ul style="list-style-type: none"> <li>• Ground Mission Segment AIV Processing Tools (Astrium-D);</li> <li>• Ground Control Segment AIV Plan (Astrium-UK) for the definition and assessment of the AIV tools.</li> </ul> <p>In phase B2 I also covered the position of Project Manager and senior analyst for the feasibility study on Ground Mission Segment AIV Tools and Ground Control Segment AIV Tools requirements (Thales-ATM-D), AIV interface tools (Astrium-UK) and Galileo EGSE procurement specification (Thales Alenia Space-I).</p> <p>As Project Controller duties include the monitoring of the correct development of some critical projects as well as commercial liaison toward the customer in the frame of Galileo and Earth Observation programmes including:</p> <ul style="list-style-type: none"> <li>• monitoring of activities and progresses towards plans including schedule;</li> <li>• identification and monitoring of problem areas including risk assessment and review/update of the risk register;</li> <li>• review of forecast to completion including costing;</li> <li>• configuration control, preparation and review of progress reports, tracking of action items, review of documentation before formal delivery;</li> <li>• Change Contract Notice preparation and follow-up toward the customer;</li> <li>• Reporting to company senior management.</li> </ul>
Name and address of employer	ROVSING A/S, Dyregaardsvej 2, DK - 2740 Skovlunde, Denmark. <a href="http://www.rovsing.dk">www.rovsing.dk</a>
Type of business or sector	Space (industry)
Dates	2006-2009
Occupation or position held	Project Manager (external consultant)
Main activities and responsibilities	<p>I worked as Project Manager of the Planetary Geoscience Information System project (PAGIS, <a href="http://www.asi.it/en/activity/solar_system/pagis">http://www.asi.it/en/activity/solar_system/pagis</a> ) funded by the Italian Space Agency (ASI). The project activities were relevant for the geological mapping of Mars and integration into a specifically developed GIS using Mars Express and MRO data superimposed to existing available cartography and data from other NASA missions.</p> <p>Specific duties included project and subcontract management, reviews, meetings, reporting, document review and approval, planning, scheduling, risk assessment and budget control.</p>
Name and address of employer	International Research School of Planetary Science (IRSPS), Viale Pindaro 29, Pescara, Italy. <a href="http://www.irspis.unich.it">www.irspis.unich.it</a>
Type of business or sector	Space (research)

Dates	September 1988 – May 2003 <sup>1</sup>
Occupation or position held	IT Manager
Main activities and responsibilities	Responsible of the Data Processing center of a public company in the transportation sector. Duties included: management of the resources allocated to the IT department (infrastructure, personnel, hardware and application software) including monitoring the service levels related to operations and maintenance, analysis, definition and implementation of the internal business processes, planning the evolution of the infrastructure according to user need and managing the implementation phase. Specific duties include: <ul style="list-style-type: none"> <li>• Management of the Information System operations and maintenance including network.</li> <li>• Coordination of internal personnel and external services.</li> <li>• Definition and control of budget plans for infrastructure maintenance and operations.</li> <li>• Planning and deployment of new applications.</li> </ul> In the frame of these activities the internal Information System has been deployed including ICT infrastructure, human resource, financial, shift management and cost control applications.
Name and address of employer	Sangritana S.r.l. Lanciano (CH), Italy.
Type of business or sector	Transport (industry)
Date	1996-1997
Occupation or position held	Program Manager (external consultant)
Main activities and responsibilities	I worked as Program Manager of two environmental programs of Science and Technology Park Of Abruzzo (PSTdA) funded by Regional Council of Abruzzo on EU structural funds with the following objectives: <ul style="list-style-type: none"> <li>• Implementation and initial operations (start-up) of the Environmental Control Center of Atri (TE) including personnel, internal Information System, meteorological satellite ground station, meteorological ground station network, air pollution mobile and ground stations, airborne sensors calibration and tools.</li> <li>• Monitoring the health status of protected areas of Abruzzo including four national and regional natural parks and coastal zones by remote sensing techniques: satellite and airborne campaigns have been executed and results validated by on-ground campaigns.</li> </ul> The two programs were completed on December 97 and successfully validated by an external board. During the lifetime of the programs duties included: project and subcontract management, planning, scheduling and budgeting, supervision of the implementation of the IT infrastructure, airborne campaigns planning and control, Control Centre operations and maintenance.
Name and address of employer	Science and Technology Park of Abruzzo (PSTdA), L'Aquila, Italy.
Type of business or sector	Environment (research)
Date	1991-1997
Occupation or position held	Project Manager, software analyst and programmer (external consultant)
Main activities and responsibilities	Developments of the Electrical Ground Support Equipment system of the Atmospheric Structure Instrument (HASI), CASSINI mission, HUYGENS probe (ESA/NASA). During the lifetime of HASI project my duties and responsibility started from the initial position of software analyst and programmer up to Project Manager. <ul style="list-style-type: none"> <li>• In 1991-1993 I worked to define and supervise the developing of the on ground control and calibration software to test the HASI experiment under contract with the University of Rome.</li> <li>• In 1994-1996 I worked as EGSE Project Manager of HASI with system responsibilities under CISAS contract. Some residual activities lasted up to 1997.</li> </ul> The project has been developed under European Space Agency standards and control. Three EGSE systems (Experiment, Engineering and Flight models) were successfully delivered and validated within the planned time schedule.
Name and address of employer	Centre of Studies and Activities for Space G. Colombo (CISAS), Padova, Italy Astronomical Institute, University of Rome "La Sapienza", Rome, Italy
Type of business or sector	Space (research)

<sup>1</sup> Part-time job from 1991 to 1997.

Date	1988
Occupation or position held	IT Engineer, software analyst and programmer
Main activities and responsibilities	Computer system engineer of the Astronomical Observatory of Teramo. Development of a general purpose image processing software package for Astronomical and EO data. Responsible for the Image Display Interface (IDI) Project for European Southern Observatory (ESO) in co-operation with the Astronomical Observatory of Trieste (Italy) software group.
Name and address of employer	Astronomical Observatory "Collurania", Teramo, Italy.
Type of business or sector	Space (research)
Date	1987
Occupation or position held	Software analyst and programmer
Main activities and responsibilities	Development the on ground control and calibration software for the infrared Imaging camera (ISOCAM) of the ISO satellite.
Name and address of employer	ITESRE/CNR Institute of Bologna, Italy.
Type of business or sector	Space (research)
<b>Education and training</b>	
Date	From 1989 to 2005
Title of qualification awarded	Certification of attending the following training courses. <ul style="list-style-type: none"> <li>Galileo SW Standard</li> <li>Summer school in "Physical Process in the Coastal Zone: Computer Modelling and Remote Sensing"</li> <li>Project Management, Software Analysis and development, Information Technology (several courses)</li> <li>IT application in modern firms covering organization and management, balance-sheet and financial control, strategic planning and marketing.</li> </ul>
Principal subjects/occupational skills covered	Project management, information technology, computer science and programming, software standards, business administration and remote sensing.
Name and type of organisation providing education and training	Galileo Industries S.p.A., Rome, Italy, University of Dundee, Scotland, UK, IBM, Rome and Milan, Italy Elea Olivetti S.p.A., Genova, Italy.
Date	1985 to 1986
Title of qualification awarded	Post-degree specialization in Computer Science.
Principal subjects/occupational skills covered	Information technology, computer science, programming (1 year course).
Name and type of organisation providing education and training	University of Bologna, Italy.
Date	From 1979 to 1984
Title of qualification awarded	Master of Science in Astronomy 110/110 summa cum laude
Principal subjects/occupational skills covered	Astronomy, Physics (4 years degree course).
Name and type of organisation providing education and training	University of Bologna, Italy.
Date	1979
Title of qualification awarded	Secondary school Diploma.
Principal subjects/occupational skills covered	Scientific school.
Name and type of organisation providing education and training	Liceo Scientifico "G. Galilei", Pescara, Italy.

## Personal skills and competences

Mother tongue(s)

**Italian**

Other language(s)

**English**

Self-assessment

European level (1)

Understanding				Spoken				Written	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient User	C1	Proficient User	C1	Proficient User	B2	Independent User	C1	Proficient User

(1) Common European Framework of Reference (CEF) level

Organisational skills and competences

Organization skills are related to the following areas

- Business development with specific regard to space market.
- Strong proposal and project management skill with a successful track record of delivered project proposals and projects.
- Very good communication skills and capability to deal with several players in the frame of international projects including customers, prime contractors, subcontractors, supplier and internal development teams.
- Natural team leader with proven ability to organize team work focused on objectives and to work under stress with tight deadlines.

Technical skills and competences

Technical skills are related to the following areas:

- Space Engineering: Ground Segment software and systems, AIV/AIT, EGSE and MGSE for platforms and payloads, navigation.
- Research: Earth Observation applications, planetary exploration, Astronomy.
- Information Technology: software engineering, image processing, management of IT infrastructure and services.

Computer competences

Extensive background in Information Technology covering different operating systems (Unix, MS Windows Xp/8), programming languages (Pascal, Fortran, C, C++, Java, SQL), databases, office applications (MS Office suite, Project, Visio), analysis methods (functional analysis, UML) and software standards (ESA ECSS, Galileo Software Standard).

Security

Galileo PSI Confidential

Danish Security Authority BV 200604425-2 expired on 30.11.2011

Selection of recent publications in the field of research

- Di Iorio A., Straccia N., Carlucci R. **Advancement in automatic monitoring and detection of archaeological sites using a hybrid process of Remote Sensing, GIS techniques and a shape detection algorithm**. Proceeding of the 30° EARSeL Symposium, Paris, France, June 2010.
- Di Iorio A. and others; WHERE - **World heritage monitoring by remote sensing, a pre-operational system to monitor UNESCO sites**, 30° EARSeL Symposium, Mykonos, 2012.
- Di Iorio A. and Straccia N.; WHERE: **The SAR Simulator**, proceeding of the 4rd EARSeL Workshop on Remote Sensing for Archaeology and Cultural Heritage Management Matera, Italy, June, 2013.
- Di Iorio A. et others **FP7 "Space" project APHoRISM Advanced PRocedures for volcanic and Seismic Monitoring**. American Society of Civil Engineering, council on Disaster Risk Management Monograph n°9 – Proceeding of the ICVRAM 2014, 14-16 July 2014, Liverpool, UK.
- Di Iorio A. et others **ITACA Innovation Technologies and Applications for Coastal Archaeological sites**. EuroMed 2014 conference, Limassol, Cyprus, November 2014.