

Luca Seletto

PERSONAL PROFILE

I'm a passionate and curious professional who strongly believe in the value that innovation can bring to the business and the society. I'm currently in charge of tech scouting in the Boston area, also enhancing business opportunities between startups and the different divisions of my company, Enel, world's leader in renewable generation and energy distribution. I had the possibility to participate in the transformation of Enel into an Open Innovation company, working closely with all the different business units to increase their exposure to innovation and to create value through collaborations with startups. All these actions headed to an increase of business opportunities, with more than 250 projects with startup launched.

PROFESSIONAL EXPERIENCES

May/19-Present **Manager, Boston Innovation Hub: Enel S.p.A.**, Boston, US

- Tech scouting for all the divisions of the Enel Group;
- Interface between startups and Enel's divisions to introduce the technologies, develop business cases, manage follow ups;
- Maintain dashboards with details on collaborations activated and startups scouted;
- Development of a plan to increase exposure of Enel North America employees to innovation;
- Development of a network of partners to increase Enel's exposure to high potential startups;
- Organization of events to promote Enel's approach to innovation;

May/18-May/19 **Head of Startup Initiatives: Enel S.p.A.**, Rome, Italy

- Supervision of all the collaborations between startups and Enel;
- Coordination of the activities of all the Enel Innovation Hubs;
- Support startups in developing business cases to match Enel's needs;
- Development and maintenance of dashboards on projects developments for Enel's C-suite;
- Development of a tool based on Salesforce to track and monitor all the startups met by Enel and the activated projects;

Jan/16-Apr/18 **Innovation Specialist: Enel S.p.A.**, Rome, Italy

- Support Enel divisions in the identification of startups able to provide a value to their business;
- Development of the network of the Enel Innovation Hubs: from the concept to the opening of the first Hubs in Tel Aviv and San Francisco;
- Negotiation of co-development projects' conditions and definition of the business case;
- Management of the equity investment in startups;
- Organization of events to get in touch with the startup ecosystem

Oct/13-Dec/15 **Innovation Project Manager: Enel S.p.A.**, Rome, Italy

- Management of Enel's startup portfolio;
- Support Enel's portfolio companies to accelerate business with Enel divisions;
- Management of INCENSE Accelerator, a EU funded program that supported more than 40 startups over a 2 years period

Feb/13-Jul/13 **Marketing Assistant Internship: Pangramma**; Turin, Italy

- Management of customers' database and research on market trends and competition
- Development of business proposals and search for new customers
- Participation in trade fairs for the development of business contacts

Jun/11-Aug/11 **Assistant Account Manager: Shenzhen Bridge Shine Ltd**; Shenzhen, China

Internship in a Chinese Trading Company:

- Customers' orders management (Product search, bargaining, shipping organization)
- Research and contact of new suppliers.

EDUCATION AND LEARNING

Sep/11-Jul/13 **Università degli Studi di Roma Tor Vergata**; Rome
Master of Science in Business Administration, Course entirely taught in English
Final grade: **110/110 cum laude**
Thesis: “Consumer Confidence and Politics in Italy: a Study on the Relations between Confidence Index and Socio-Economic Indicators”

Sep/07-Apr/11 **Università degli Studi di Urbino Carlo Bo**; Urbino PU
Laurea Triennale in “Marketing e Comunicazione d’Azienda”
Final Grade **102/110**
Thesis: “Gli Accordi di Joint Venture nelle Fonti Rinnovabili tra Italia e Cina”
Erasmus: Universidad Carlos III, Madrid

COURSES

May/16 **ESADE Business School**; Barcelona
Open Innovation and Corporate Entrepreneurship

Feb/13 **Consorzio Elis**; Rome
School of Future Leaders: One-week intensive course among the thirty best students from Italian Universities. Focus on 8 cases presented to the CEOs of top Italian companies from different industries. (Fastweb, CA Technologies, Wind, Atac, Booz&Co, RFI Spa, Terna Rete Italia, Enel Green Power, Poste Italiane)

PERSONAL SKILLS AND COMPETENCES

Mothertongue: **Italian**
Other Languages: **English**: very good in Writing, Understanding and Speaking
Spanish: good in Understanding and Speaking, fairly good in Writing

Very good knowledge of the **Office Suite** (Word, Excel, Power Point) and of Internet
Knowledge of both Mac OSX and Windows

EXTRA ACTIVITIES

VOLUNTEERING

Venture Café': support Venture Café' team in the management of their weekly event dedicated to the innovation community

Slow Food: I was member of the board of direction of Condotta Slow Food of my city, a group aimed at promoting local food and wine: I was directly involved in the planning of the events.

Scouting: I was in the Scouts for several years, during which I was also squadron leader.