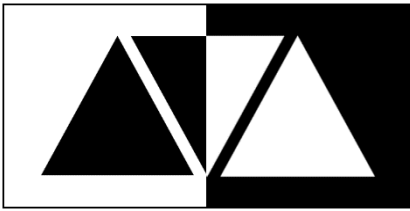


ACADEMIA TO INDUSTRY TRANSITIONING FROM A PAPER- TO A BUDGET-DRIVEN CAREER

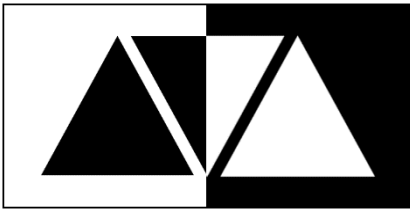
Giacomo Manessi

AVA Careers workshop
27th October 2020



AGENDA

- My background
- My current role in an Italian SME
- Application of PhD skills in everyday work
- My experience as startupper



UNDERGRADUATE

➤ Bachelor in Physics Eng., Politecnico di Milano

➤ **Zone plates for X-ray microscopy**

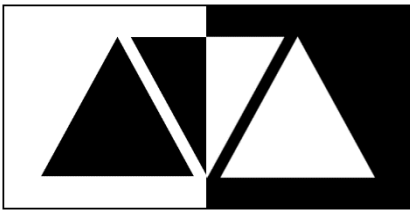
➤ Master in Nuclear Eng., Politecnico di Milano

➤ **Development of a detector for pulsed neutron fields**

➤ Short periods abroad, in Portugal and Turkey



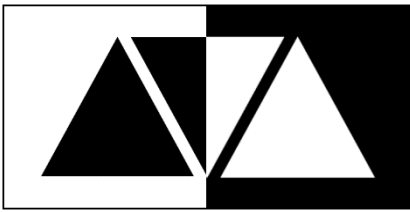
POLITECNICO
MILANO 1863



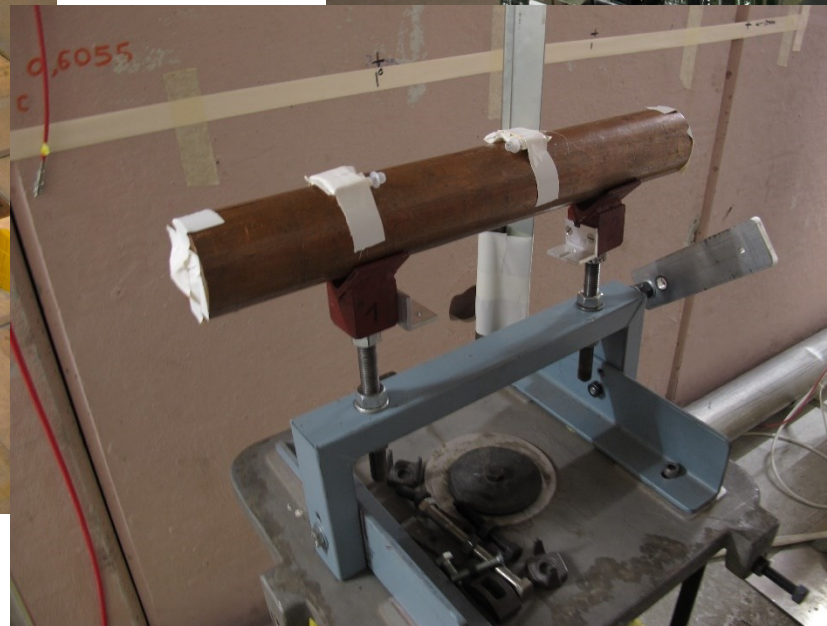
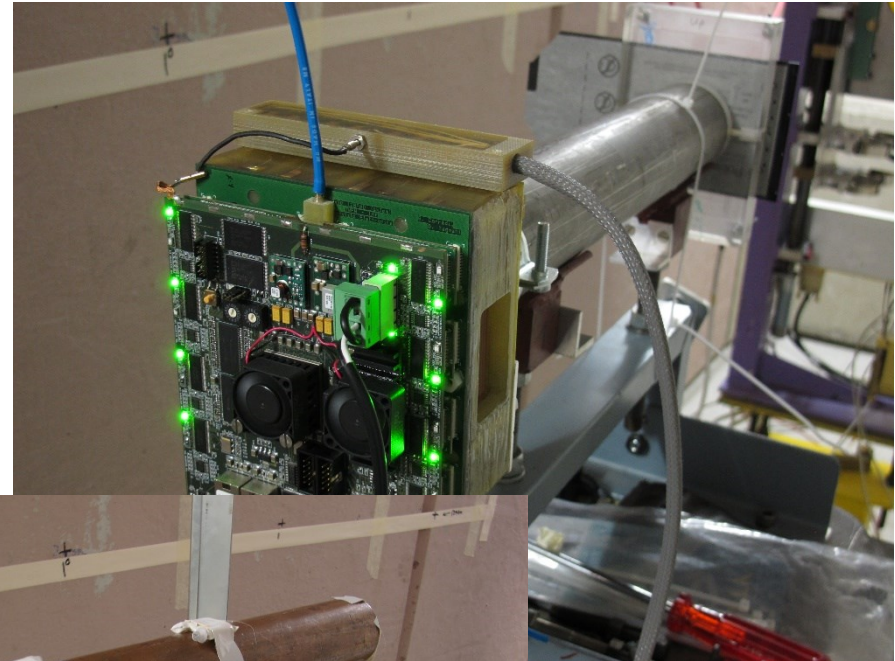
POSTGRADUATE

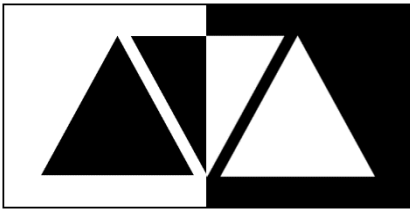
- Research contract at Politecnico, based at CERN, 2011
- PhD at the Univ. of Liverpool (QUASAR group), based at CERN (RP group), 2012-2014

Development of advanced radiation monitors for pulsed neutron fields

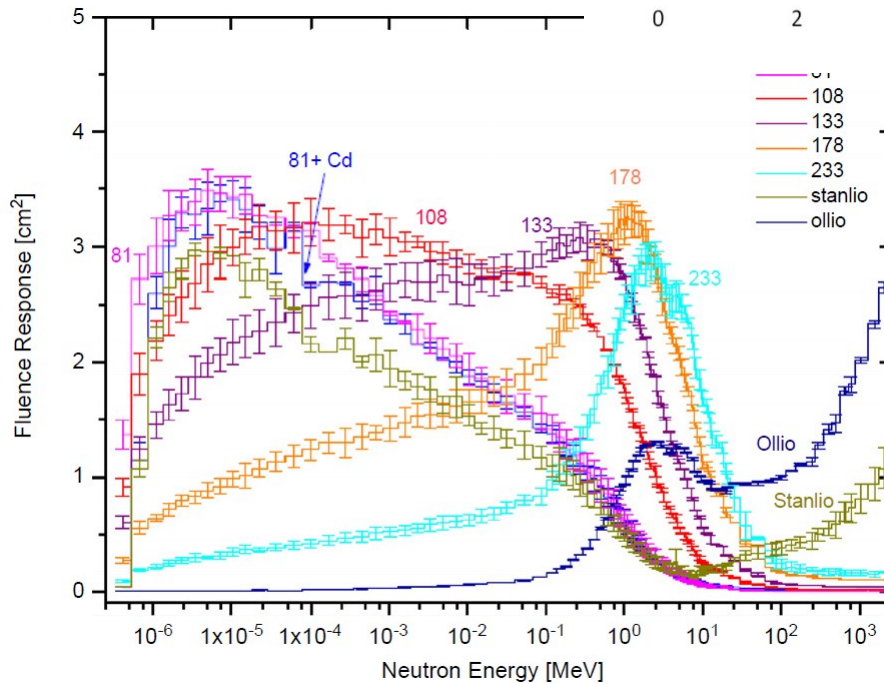
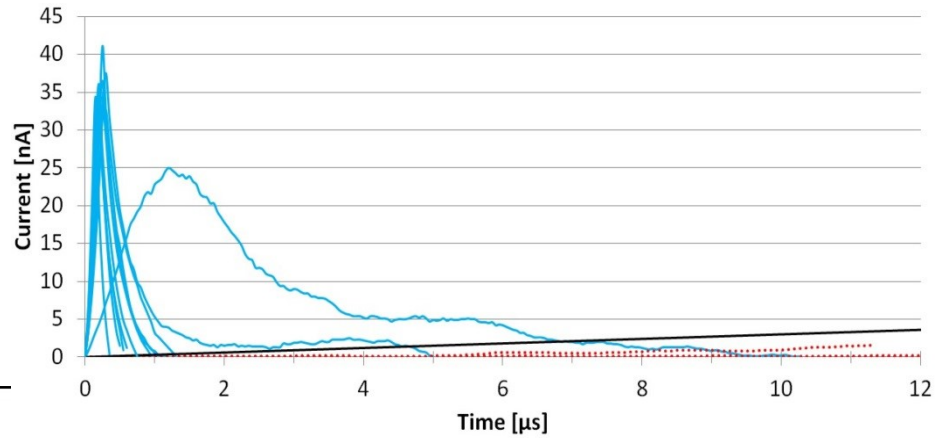
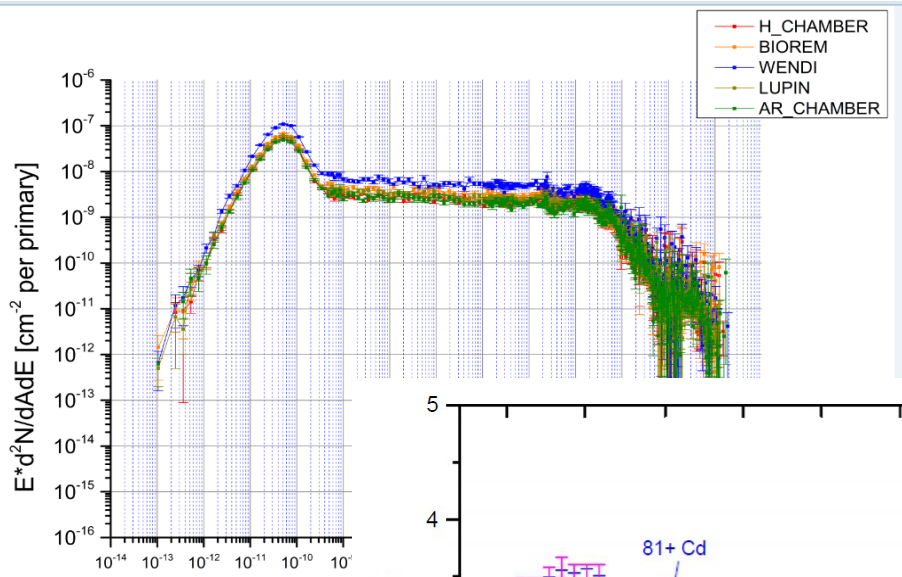


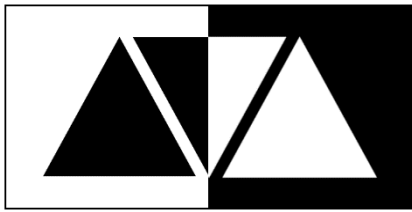
PhD: MEASUREMENTS





PhD: DATA ANALYSIS





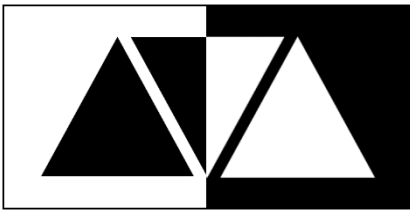
PhD: EVENTS & MEETINGS



27/10/2020

Giacomo Manessi – AVA Careers workshop

6/16



AFTER THE PhD

ACADEMIA

- + MONEY SHORT TERM
- STABLE
- OPPORTUNITY LONG TERM

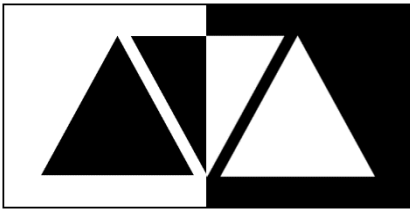


INDUSTRY

- MONEY SHORT TERM
- + STABLE
- + OPPORTUNITY LONG TERM

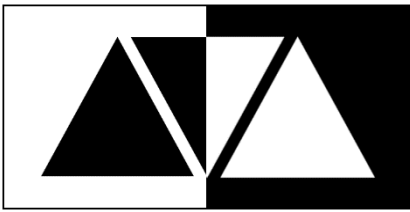


27/10/2020



MY CURRENT POSITION

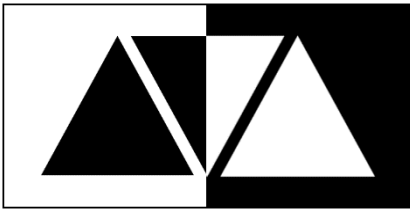
- Responsible of sales and business development
- ELSE NUCLEAR - Small company (25 people)
- Very dynamic, 90% travelling/on the phone
- Manufacturing of radiation detectors for
 - Radiation protection
 - Radioactive waste characterization



ELSE NUCLEAR PRODUCTS



27/10/2020



PhD SKILLS: WRITTEN COMMUNICATION

- Most of our customers are public (tender based), require lots of documentation, reports, assessments, etc...



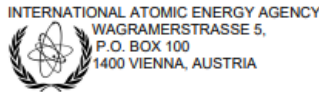
UK Research and Innovation

Invitation to Tender

Tender Subject: A Network Control Software

Tender Reference Number

Are you able to provide parent company accounts if re stage? If yes, would the parent company be willing to provide necessary? If no, would you be able to obtain a guarantee else bank?
Guidance
Scoring Criteria
Question Format



**OFFICE
RFP - Request**

Title Radiat Install

Submission of response Through the Re:

Acknowledgement of Receipt and request:

Responsible Contracting Staff Rickar A. Rick

The International Atomic Energy Agency bids, as appropriate, for the provision of documentation.

In preparing and submitting your quotation Instructions for Bidders" (also found at "Special Instructions to Bidders" attached

Please notify the Responsible Contracting

RFP - Request for Proposal No 430347-AF



REQUEST FOR PROPOSAL

ojubril

To: ALL BIDDERS

Attn:
Phone:
Fax:
Email:

CTBTO Ref. No.: 2020-0144/JIBRIL
(PLEASE QUOTE ON ALL COMMUNICATIONS)

Tel. No.: +43 (1) 26030-6350
Fax No.: +43 (1) 26030 5948
E-mail: procurement@ctbto.org

Date: 22 Oct 20

Subject: Provision of Software Engineering Services for High-Resolution Pipeline and the Performance Enhancements of Atmospheric Transport Modelling (ATM) On A Call-Off Basis.

Deadline for Submission: 18 Nov 20

Vienna Local Time: 17:00

The Preparatory Commission for the Comprehensive Nuclear-Test-Ban Treaty Organization (hereinafter referred to as the "Commission") hereby invites you to submit a proposal that meets the requirements of the attached documents.

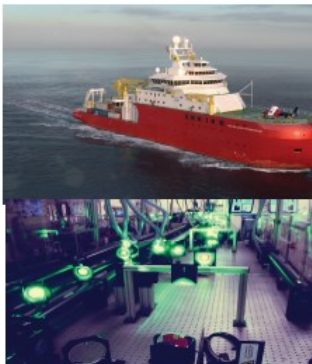
You are kindly requested to complete and return the acknowledgement form by fax or email as soon as possible.

If you have any questions you should contact the email address indicated above.

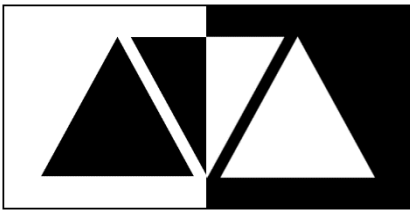
Yours Sincerely,

nessi – AVA Careers Workshop

10/16

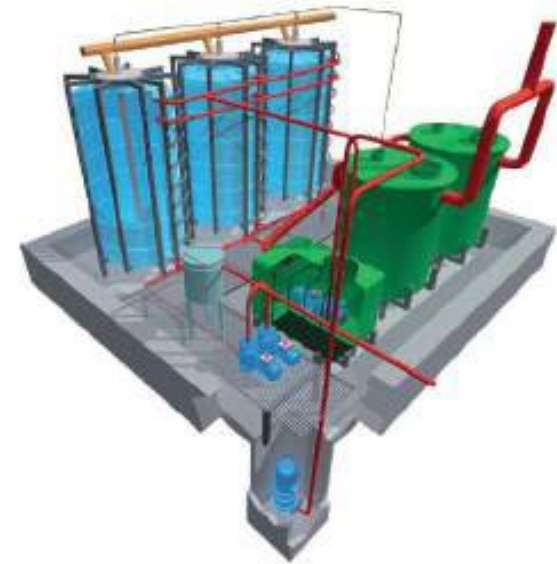


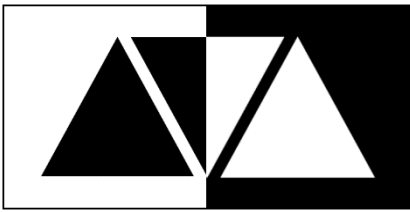
27/10/2020



PhD SKILL: RESEARCH


- Small company requires constant R&D
- Internal R&D projects (also funded by EU Regional funds)
- Collaborations with universities and research centres





PhD SKILL: PUBLIC SPEAKING

- Presentations and product demos at conferences, workshops, seminars, etc...
- The smaller the event, the higher the engagement probability

NEUDOS13  The Henryk Niewodniczański
Institute of Nuclear Physics
Polish Academy of Sciences

NEUTRON AND ION DOSIMETRY
SYMPOSIUM

VIRTUAL EVENT

International Conference on
**Management of Naturally
Occurring Radioactive
Material (NORM) in Industry**

19–30 October 2020 #NORM2020

EURADOS 

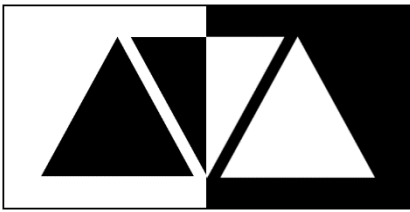
THESE 

EURADOS Annual Meeting 2020
AM2020

Florence, Italy, 27th to 30th January 2020



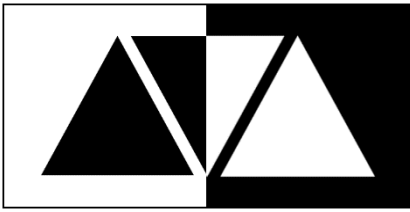
Submitted "Eye on tomorrow"
Steps of EURADOS Working Groups
Working Reports
EURADOS Council Assembly and Council Meeting



PROJECT MANAGEMENT

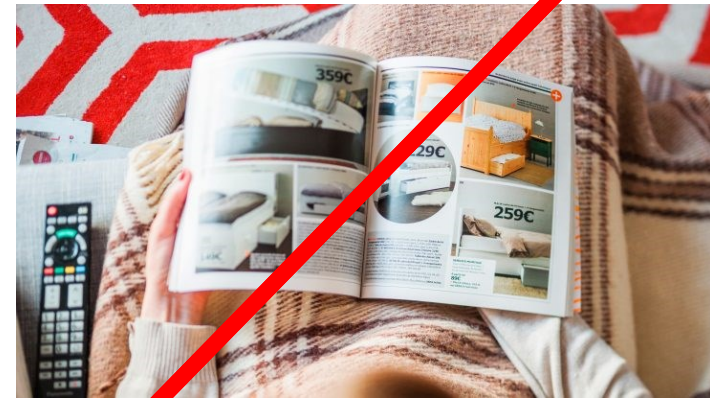
- Working on many customized systems
- Following the project from system design to negotiation to installation phase
- Always late!
- Crazy deadlines, driven by crazy purchasing system (delivery within December 31st)

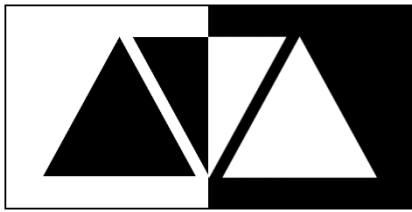




CRITICAL THINKING

- “The process of actively and skillfully conceptualizing, applying, analyzing, synthesizing, and evaluating information to reach an answer or conclusion”
- **Actively** = emails, meetings, reviews
- **Synthesizing** = Technical proposal
- **Conclusion** = Order, installation
- Solution doesn't come on catalogue

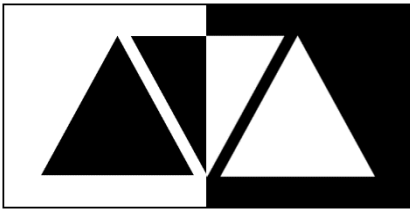




MULTICULTURAL ENVIRONMENT

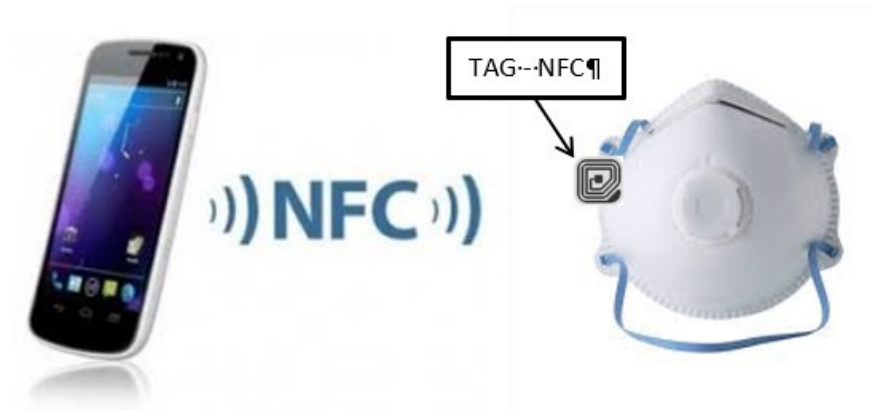
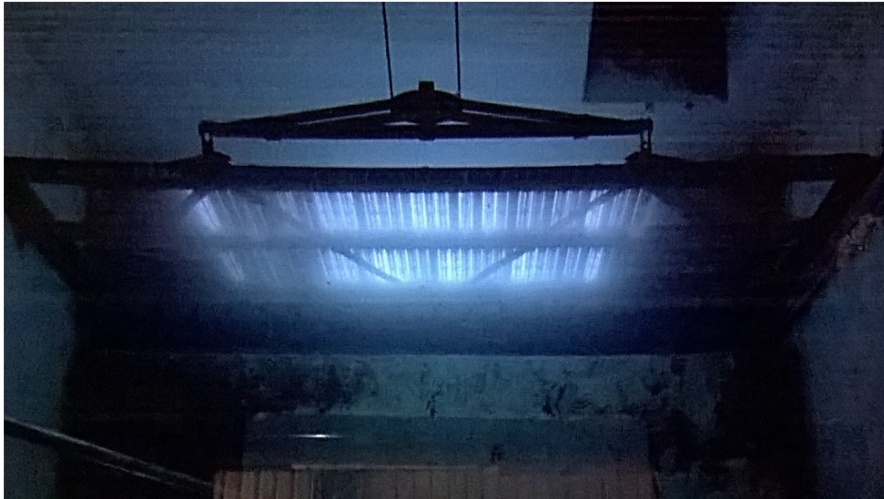
- Commercial relationship based on personal relationship
- Negotiating with different cultures
 - China
 - Japan
 - Italy
 - Pakistan
 - Colombia

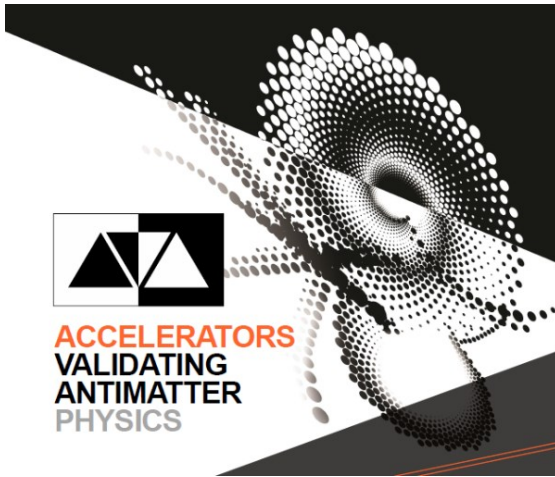




START UP

- Founder of a start up working on innovative R&D projects based on use of ionizing radiations, e.g. RW characterization, and PPE sterilization (STAR DOME project)





THANK YOU FOR YOUR ATTENTION

Giacomo Manessi

giacomo.manessi@elsenuclear.com

AVA Careers workshop
27th October 2020