

# Salvatore MAJORANA

**Date of birth** 8 February 1971  
**Nationality** Italian  
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**Permanent address** Viale Brianza, 22 – 20127 Milan, Italy  
**Marital Status** Married, three children



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## PROFESSIONAL EXPERIENCE

- 2012 - Present **Italian Institute of Technology** **Genoa, Italy**  
**Director of Technology Transfer Office**  
The Italian Institute of Technology (IIT) is a foundation established jointly by the Italian Ministry of Education, Universities and Research and the Ministry of Economy and Finance to promote excellence in basic and applied research and to contribute to the economic development of Italy.  
The Technology Transfer Office is in charge of conveying research results to the market, providing support in identifying and negotiating deals with corporations for competitive industrial research and strategic Spin Offs. The role is also responsible of IIT Intellectual Property protection and patent portfolio management, as well as strategic licensing.
- 2011 - 2012 **Independent Business & Financial Advisor** **Milan, Italy**  
Started in June 2011, the activity consists of supporting entrepreneurs and corporations in analyzing issues related to their business performance and financial sustainability, and identifying suitable solutions to address the change. Identification of, and negotiation with, potential equity partners is a pillar of the job.
- 2006 - 2011 **Camelot – Private Equity** **Milan, Italy / Beirut, Lebanon**  
**General Manager and Board Member**  
Camelot is a boutique Private Equity firm founded in 2005 by private investors with the goal of identifying and selecting investments among top quality Italian Small-Medium Enterprises in the field of “Made in Italy” fashion, design, lifestyle and luxury goods (LBO’s and MBO’s).  
Joined in 2006 as shareholding Partner and Director, in 2009 the company is sold to a Lebanese investment bank. Throughout all phases, the role encompassed the definition of strategic guidelines and implementation of the business plan approved by the Company Board, including P&L and BS responsibility. The job also includes
- Identification of target companies and build-up strategy. Negotiation, from first contact to deal closing
  - Equity raising and debt negotiation
  - HR responsibility and third parties management (i.e. suppliers, legal/tax consultants, IT, etc.)
  - Portfolio supervision and control
- While in the role, the company finalized 6 acquisition in the luxury goods sector; developed the offices of Milan, Turin and Padua, reaching a maximum headcount of 23 professionals. About 20 new private investors have been involved, for an overall equity of €12M and debt of €19M. Presently following the divesting and liquidation of company’s portfolio.
- 2003 - 2006 **A.T. Kearney / EDS Consulting Services** **Milan, Italy**  
*(A.T. Kearney has been absorbed by the parent company EDS in 2004)*  
**Managing Consultant**
- Managed projects on Business Performance Improvement covering the identification of business needs, the assessment and due diligence of the business processes and tools, the design and negotiation of a solution (including processes, tools, change management and communication plan) and the program management on the actual implementation. Key clients in the Telecom and Energy industries
  - Established a long-term professional collaboration with Firm’s key client, a global mobile telecom operator. Involved in business development activities with the Firm senior management, from concept creation to negotiation of project terms and KPI with the client
  - Built, trained and led a team of consultants to deliver project management services in the telecom industry, contributing more €1.3M in the first year to the Firm’s revenues. Performance exceeded targets
- The work covered the areas of Planning and Control, sales channel and workforce management, consumer & corporate product development, revenue assurance and auditing (including Sarbanes-Oxley compliancy)
- 2001 - 2003 **Deloitte Consulting** **Milan, Italy**  
**Senior Consultant**
- Involved in the identification and evaluation of investment opportunities in the telecom industry for a group of investors led by a primary investment bank
  - Responsible of SARBOX project for a key Client: conducted a thorough analysis of the revenue stream of a primary mobile telecom operator, identified revenue leakage sources (estimated in €60M p.a.) and

proposed a leakage detection system. Project results have been extensively used by the client's auditing division

- Successfully launched new processes and systems for sales force remuneration of a large telecom operator (payments of more than €10M a year to be managed)

2000 - 2001

**Pino Venture - Bizmatica**

**Milan, Italy**

(Venture Capital: Pino Venture is the management company of Kiwi PE funds).

**Investment analyst and Start-up manager**

- Gained seed and first round financing from the Fund's Advisory Board for two selected and proposed business ventures (€1,5M).
- Involved in the selection of business ideas and in charge of consolidating the business plan – including identification and negotiation of supporting partnerships – to be approved by the Fund's board.
- Acting controller to monitor the business plan deployment and financial expenditures of funded ventures Salvatore participated in the New-Co boards as Fund's representative.

1998 - 2000

**Telecom Italia Lab (CSELT) - Strategic Network Planning and Economics Division**

**Turin, Italy**

**Specialist - Project Manager**

- Led the Italian team in an international project to develop models for evaluation of investments in the telecommunication industry (project ran by 7 incumbent European operators). Also held a task leader role within the project. Results were published at the ICTEC Conference, Nashville USA (October 1999)
- Developed the cost accounting platform of Telecom Italia Wireline and defined the interconnection tariffs according to the EU Authority rules. Dealt with the regulatory framework of the Universal Service Obligation

1997 - 1998

**Italian Navy**

**Rome/La Spezia/Livorno, Italy**

**Officer at Missile Centre**

- Elected as the national delegate of the complementary Navy Officer Corps to the Central Board of Military Representation. Actively participated in the debate to modify the Italian law on military draft; worked in cooperation with Senate and Parliament members as well as with the Military General Staff

**EDUCATION**

2005

**INSEAD**, MBA Programme, December 2005

**France/Singapore**

1990 - 1996

**Universita' degli Studi di Catania**, Master in Engineering (110/110 cum laude)

**Italy**

1996

**University of California - Berkeley**, Advanced Information Processing

**United States**

*Results published on International Journal of Circuit Theory and Applications (October 1998)*

**LANGUAGES**

English (Fluent), Italian (Native), French (Intermediate)

**PERSONAL INTERESTS**

Sailing (international license; co-founder of INSEAD Sailing club and skipper representing the school at the Bocconi MBA regatta); Scuba diving (advanced certification); Motorbike excursions and outdoor sports; Photography

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“I authorise the use of my personal data in compliance with the Italian Legislative Decree 196/03”

*(Autorizzo il trattamento dei miei dati personali ai sensi del Dlgs 196 del 30 giugno 2003)*