

# Michela Errico

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## **EXPERIENCE**

**Position: Manager - Technology Assessment and IP**

January 2020-present

**Employer:** Valagro SpA <https://www.valagro.com/italy/it/>

### **Responsibilities:**

Assure qualified contribution and project management to the business development especially for technology assessment. In particular:

#### **TECHNOLOGY ASSESSMENT AND IP**

- Support due diligence efforts and manage diligence process;
- Map out and help scout external technology opportunities. Lead licensing and technology acquisition efforts especially in biotechnology related businesses;
- Network with business and technology leaders and stay abreast latest industry development;
- Collaborate with different functions to contribute to the business agreements;
- Help execute deals and implement new growth projects;
- Work with Research and Marketing and Development teams in helping coach in the development of patent portfolio;
- Work with International and EU patent offices in preparing and prosecuting patents;
- Provide patentability and freedom-to-operate opinions strategy proposal on Patents, collecting information in order to identify new opportunities;
- Patents policy implementation and maintenance, taking care of maintaining, informing and training all involved;
- Be the go-to person in terms of all matters relating to IP on plant/microbial technologies working closely with the Research and Marketing and Development and Ag tech teams;
- Ensure consistency, rigor, and compliance of data within Research and Marketing and Development teams for patentability and IP protection.

#### **PROJECT MANAGMENT**

- Manager of an innovative and leading program of projects of the company.
- Determine and define project scope and objectives, developing project plans and delivering to resources, timescale and scope;
- Assist in the definition of project scope and objectives, involving all relevant internal stakeholders and ensuring technical feasibility and relevance for the scope of the project.
- Lead project activities execution within cross-functional sub-teams and monitor progress and adjust as needed.
- Ensure that the projects and program status are routinely tracked, risks are identified and managed, and relevant issues are escalated to top management for decisions.
- Provide project updates to various stakeholders about strategy, changes, and progress, and represent the projects to the boards and executives.

**Position: Manager – BD, Licensing and IP**

January 2019- January 2020

**Employer:** Valagro SpA <https://www.valagro.com/italy/it/>

### **Responsibilities:**

Assure qualified contribution to the Business Development projects especially for technology assessment. In particular:

- Support due diligence efforts and manage diligence process;

- Map out and help scout external technology opportunities. Support development of licensing and technology acquisition efforts especially in biotechnology related businesses;
- Network with business and technology leaders and stay abreast latest industry development;
- Help negotiate business agreements;
- Help execute deals and implement new growth projects;
- Work with R&D team in helping coach in the development of patent portfolio;
- Work with International and EU patent offices in preparing and prosecuting patents;
- Provide patentability and freedom-to-operate opinions strategy proposal on Patents, collecting information in order to identify new opportunities;
- Patents policy implementation and maintenance, taking care of maintaining, informing and training all involved;
- Be the go-to person in terms of all matters relating to IP on plant/microbial technologies working closely with the R&D and Ag tech teams;
- Ensure consistency, rigor, and compliance of data within R&D for patentability and IP protection.

**Position:** **European and Italian Patent Attorney**

June 2009- January 2019

**Employer:** Bugnion SpA <https://www.bugnion.eu/>

**Responsibilities and Accomplishments:**

- Working closely with clients on developing and defending broad patent portfolios.
- Prepare and prosecute International, European and National life science patents with a particular focus on biotech, pharma and agricultural sciences.

*Technical areas of expertise: nucleic acid and protein sequences, cells and cell lines, antibodies, microorganisms, animal models, gene and cellular therapy, medical devices, diagnostic and therapeutic methods, agricultural formulations and plant genomic techniques.*

- Provide patentability and freedom-to-operate opinions.
- Support clients with legal opinions and national litigations.

*Selected Litigation Cases: Patent nullity and infringement actions representing THD SpA against Uniderm Farmaceutici srl - Court of Turin; Composition and use thereof in the treatment of anal rhagades; Infringement of plant variety right (preliminary injunction) representing Sessvanderhave against Stella et al. – Court of Bologna; plant variety: sugarbeet.*

- Developed a strong ability prioritizing multiple commitments and managing deadlines.
- Built up the biotech activities within the organization from the ground up.
- Expanded the client portfolio and worked to secure their loyalty.
- Organized and held training seminars/workshops on IP matters; technical presentations at national and international conferences
- Advising clients on developing technology licensing/business development strategies.
- Managing a team of patent assistants.

**Position held:** **Senior Researcher**

September 2006 – November 2008

**Employer:** Telethon Institute of Genetics and Medicine (TIGEM) <http://www.tigem.it/>

**Responsibilities and Accomplishments:**

- Managed a project aimed at establishing the molecular network involved in Phox2b interaction by using microarray approach.
- Investigated microarray data through computational methods.
- Identified and presented the relevant and newly published scientific literature during lab

meetings and scientific conferences.

- Prepared and presented the Phox2b project development during lab meetings, annual meetings of the Institute, and at international conferences.

Position held: **Junior Researcher**

September 2003-September 2006

Employer: CEINGE Advanced Biotechnologies <http://www.ceinge.unina.it/>

Responsibilities and Accomplishments:

- Setting up and development of a cell bank comprising thousands of commercial and private cell lines and primary cells.
- Successfully optimized procedures for multipotent stem cell isolation, culturing, characterization and differentiation from cord blood, amniotic fluid and placenta.
- Implemented workflow solutions in compliance with regulatory requirements.
- Provided orientation and training of graduate and masters students.

Position held: **PhD Student**

December 2000 - September 2003

Employer: Institute of of Genetics and Biophysics <http://www.igb.cnr.it/>

Responsibilities and Accomplishments:

- Initiated, designed and led execution of amino acid residue screening at the PIGF binding site of Flt-1 receptor aiming at the identification of PIGF dominant negative candidate molecules for cancer treatment.
- Identified the potential amino acid residues (around 20) of PIGF on the Flt-1/PIGF co-crystal involved in the Flt-1 receptor's binding by using molecular dynamic studies.
- Generated PIGF mutants by molecular engineering techniques.
- Tested the PIGF mutants by using *in vitro* and *in vivo* binding and angiogenesis assays.
- Discovered two key amino acid residues responsible for PIGF activity in pathological angiogenesis.
- Prepared and presented the PIGF project during lab meetings, annual meetings of the Institute, and at international conferences.
- Prepared and published PhD research on JBC, <http://www.jbc.org/content/279/42/43929.full.pdf>.

## **EDUCATION**

2021-2023 Executive Master Business and Administration Candidate, University of Udine &

Assolombarda

2015 – European Qualification as Patent Attorney

2013 – Italian Qualification as Patent Attorney

2008 – Master's degree in Patenting, University of Milan

2003 - PhD in Biological Processes and Biomolecules, Second University of Naples.

Thesis: "*Creation of dominant negative variants of human PIGF-1 and mapping the sites for Flt-1 binding*".

2000 - Andrea Russo award for the best Bachelor thesis, Centre for cultural studies, Italy 1999

– Master's degree *Cum Laude* in Biological Sciences at the Second University of Naples

– Thesis on the relevance of the methylation levels of the highly repetitive DNA sequences (satellite DNA) with reference to the metamorphosis in amphibians.

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## **ADDENDUM**

### **IP & SCIENTIFIC PRESENTATIONS-TUTORING**

- Teacher at the Italian Patent Attorney Course of the Politecnico of Milan.
- Biotech Patents: Patentable or not patentable matter?, CCIAA Verona 2013.  
<http://www.vr.camcom.it/attach/content/6939/Presentazione%20Errico%20Michela%2010-04-2013.pdf>
- Cellule staminali e anticorpi: l'evoluzione della giurisprudenza brevettuale europea - Bugnion seminar: BREVETTI BIOTECH: STANNO CAMBIANDO LE STRATEGIE DI TUTELA DELLE INVENZIONI? Milan, 2013
- Keep up-to-date in biotech: recent EP case law – Bugnion seminar: NEW BOUNDARIES AND STRATEGIES FOR LIFE SCIENCE PATENTS IN EUROPE AND THE U.S., Milan 2015
- INNOVARE PER CRESCERE, Fondazione INGM - Fondazione IRCCS Ca' Granda Ospedale Maggiore Policlinico, Milano 2015  
[http://www.bugnion.it/approfondimenti/documenti/Errico\\_BrevettabilitaNelSettoreDelleBiotecnologie\\_6mag15\\_Milano-Policlinico\\_Short.pdf](http://www.bugnion.it/approfondimenti/documenti/Errico_BrevettabilitaNelSettoreDelleBiotecnologie_6mag15_Milano-Policlinico_Short.pdf)
- Seminar on “European Patentability Requirements on Biotech Inventions” at SISSA- International School for Advanced Studies - 2016;  
[http://www.bugnion.it/approfondimenti/documenti/Errico\\_EuropeanPatentabilityRequirementsOnBiotechInventions\\_Sissa-Trieste\\_10mag16\\_Short.pdf](http://www.bugnion.it/approfondimenti/documenti/Errico_EuropeanPatentabilityRequirementsOnBiotechInventions_Sissa-Trieste_10mag16_Short.pdf)
- Patentability Requirements on Biomarkers and Diagnostic Methods at the 2nd Annual Meeting BioCog - 2016  
[http://www.bugnion.it/approfondimenti/documenti/ErricoPatentabilityRequirementsOnBioMarkersAndDiagnosticMethods\\_BioCog-Siena\\_7set2016\\_Short.pdf](http://www.bugnion.it/approfondimenti/documenti/ErricoPatentabilityRequirementsOnBioMarkersAndDiagnosticMethods_BioCog-Siena_7set2016_Short.pdf)
- Michela Errico, Eva Coppola, Sarah C. Guthrie and Michèle Studer. “The requirement for Phox2 genes in the differentiation of ventral-r4 neuron sub-populations. Molecular Mechanisms in Neuroscience, 5<sup>th</sup> Meeting, Milan, 19-20 June 2008
- Michela Errico, Eva Coppola, Sarah C. Guthrie and Michèle Studer. “The requirement for Phox2 genes in the differentiation of ventral-r4 neuron sub populations”. TIGEM Retreat, Città di Castello, May 19<sup>th</sup>/ May 21<sup>th</sup> 2008.
- Michela Errico, S. De Falco, K.R. Acharya e M.G. Persico. “Identification of the hPIGF variants as possible inhibitors of the tumour growth”. 3<sup>o</sup> FISV Meeting Riva del Garda (TN) - September 21-25, 2001. (Oral Communication).
- Michela Errico, Zeina Saikali, Bruna Gigante, M.G. Persico e Sandro De Falco. “Variants of the h-PGF protein for the control of the pathological angiogenesis”. 4<sup>o</sup> FISV Meeting Riva del Garda (TN) - September 20-23, 2002.
- Errico M., Riccioni T., Iyer S., Pisano C., Acharya K.R., Persico M.G. and De Falco S. “Determinants of human Placental Growth Factor for binding and activation of Flt-1 receptor”. IV Interdisciplinary Euro conference on Angiogenesis, Helsinki, Finland, 2004.

### **IP & SCIENTIFIC PUBLICATIONS:**

1. I geni umani non sono brevettabili, see more at:  
<http://www.bugnion.it/approfondimenti/documenti/IGeniUmaniNonSonoBrevettabili.pdf>
2. IL CASO MYRIAD GENETICS RIACCENDE I RIFLETTORI SULLA BREVETTABILITA' DEI GENI UMANI: LA POSIZIONE STATUNITENSE ED EUROPEA, Notiziario dell'Ordine dei Consulenti in Proprietà Industriale', N.2/ottobre2013 - See more at:  
[http://www.bugnion.it/approfondimenti/documenti/MichelaErrico\\_NotiziarioOrdine.pdf](http://www.bugnion.it/approfondimenti/documenti/MichelaErrico_NotiziarioOrdine.pdf)
3. Michela Errico, Teresa Riccioni, Shalini Iyer, Claudio Pisano, K. Ravi Acharya, M. Graziella Persico, and Sandro De Falco. Identification of Placenta Growth Factor Determinants for Binding and Activation of Flt-1 Receptor. The Journal of Biological Chemistry-Vol. 279, No. 42, Issue of October 15, pp. 43929–43939, 2004.

4. M. Errico e M.G. Persico (2004) Angiogenesis – Molecules and Mechanisms. Series: Developmental Biology- The differentiation of the tissues and the organs. Authors: Campanella Chiara- De Martini Luisa- Liquori Publisher.

## **IP COURSES**

- 2017 - Life Science IP Seminar, Hoffmann Eitle, Munich.
- 2017 - Recent Decisions of the Boards of Appeal of the EPO in the Field of Biotechnology.
- 2011/2012 - Italian Patent Attorney Training Course, *Convey I&K*, Milan.
- 2013 - Life Science IP Seminar, Hoffmann Eitle, Munich.
- 2013/2014 - 3-day methodology course on Paper D, *Deltapatents*, Milan.
- 2012/2013 - 3-day Methodology Paper C, *Deltapatents*, Milan.
- 2012/2013 - Introductory "pre-prep" courses on Paper C, *CEIPI*, Milan.
- 2011/2012 - Introductory "pre-prep" courses on Paper A and B, *CEIPI*, Strasbourg.
- 2011/2012 - Italian Patent Attorney Training Course, *Convey I&K*, Milan.
- 2009 - Basic training in European Patent Law, *CEIPI*, Milan.
- 2009 - Transnational IP Seminar of the LL.M of the Center for Advanced Study & Research on Intellectual Property (CASRIP), *CEIPI*, Strasbourg.
- 2007/2008 - Course in Patenting, *University of Milan*, Milan.

## **EXECUTIVE COURSES**

Basics of Agile	3PM Project Management
Project Leadership - Building and Leading High-Performance Teams	3PM Project Management
Project Risk Management	3PM Project Management
Venture Academy – 5 months Training on Venture Capital	VC Hub Italia
Managing Projects	STRATEGY EXECUTION (22.5 PDU)
Building Resilience	InLearning LinkedIn
Improving your Focus	InLearning LinkedIn
Problem Solving Techniques	InLearning LinkedIn

## **STUDY PLAN: SUBJECTS AND MARKS**

Mathematics	30/30	Biochemistry I	30/30	Biochemistry II	28/30	Genetics II	30/30 laudem
General and Inorganic Chemistry	28/30	Physical Chemistry	28/30	Genetics I	30/30	Developmental Biology	30/30 laudem
Physics	27/30	Plant Physiology	30/30	Methods in Biochemistry	30/30 laudem	Cytology	30/30
Cytology and Histology	30/30	Microbiology	30/30	General Physiology	30/30	Zoology	27/30
Organic Chemistry	28/30	Ecology	30/30	Statistics	30/30 laudem	Comparative anatomy	30/30 laudem
Botanic	27/30	Molecular Biology I	30/30 laudem	Molecular Biology I	30/30	Food Hygiene	30/30

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