

Marco Conti

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PROFILE

A practitioner in the field of Intellectual Property consultancy and management. Qualified Italian and European patent, trademark and design attorney. Able to work on own initiative and as part of a team. Proven leadership skills involving managing, developing and motivating teams to achieve their objectives. Highly inquisitive, creative and resourceful. Goal oriented. Enthusiastic and committed to improve quality and efficiency. Deep and passionate in technical analysis.

OBJECTIVE

I am now looking to progress into a senior position within the field of IP management.

CAREER SUMMARY

2004 - 2015 *Bugnion S.p.A.*

PATENT AND TRADEMARK ATTORNEY IN A LAW FIRM

- Filing and prosecuting patent, trademark and design applications in Europe and abroad;
- Technical fields of activity: electrical, electronics and mechanics;
- Patent infringement analysis and freedom of operation analysis;
- Analysing patent validity and suggesting design around strategies;
- Technical support in patent litigation procedures;
- Opposition and Appeal proceedings before the EPO (experienced in conducting oral proceedings);
- Handling IP related information exchange within the technical and commercial compartments of the clients;
- Assisting clients to exploit their inventions and to licence their IP rights;
- Tutoring junior practitioners colleagues;
- Coaching and supervising a team of practitioners colleagues;
- Coordinating professional upgrade of colleagues, with regard to European and International patent prosecution;
- Handling commercial and professional relationships with clients and suppliers (e.g. patent and trademark search teams and IP practitioners in corresponding foreign Countries);
- Takes care of the patent portfolio of several Italian firms which are leaders in technical fields, in the area of mechanics, electronics and computer science;
- Tutoring and teaching at several courses and seminars for University students and IP practitioners;
- Author of IP related publications in prestigious magazines, e.g. MIP.

2000-2004 *(ThechImp S.p.A. as a collaborator)*

R&D IN THE FIELD OF ELECTRICAL INSULATION DIAGNOSTICS

- Developing tools for automatic interpretation of Partial Discharge (PD) signals in electrical equipments, resorting to fuzzy engines and Artificial Intelligence tools;
- Leading a search team focused on the study of PD phenomena in dielectrics;
- Consulting in the interpretation of PD patterns (for several firms, among which Pirelli, now Prysmian, CESI, Enel

- and FIAR of Finmeccanica group).
- Author of over 20 scientific publications in the field of diagnostic strategies via partial discharge measurements.
- Promoting the commercial exploitation of PD automatic interpretation devices.

EDUCATION AND QUALIFICATIONS

High School: US graduation diploma (1992)
High School: Italian graduation diploma (1993)
University: Master degree in Electrical Engineering (2000)
University: PhD in Electrotechnical Engineering (2004)
Italian and Community Trademark Attorney Qualification (2007)
EQE (2008)
Italian and Community Patent Attorney Qualification (2008)

TRAINING

- Various courses including: Patent Portfolio Management, Development of commercial skills, U.S. Patent Reform, patent prosecution before the EPO.

KEY I.T. SKILLS

- Word, Excel, PowerPoint, Internet & Email, Matlab

SPOKEN LANGUAGES

- Italian and English

PERSONAL DETAILS

Date of Birth: 20th June 1974
Nationality: Italian
Health: Excellent; non-smoker