

PROFESSIONAL SUMMARY

- Goal oriented project planner demonstrated in a multitude of teamwork business projects developed over last years
- Forward-looking person, focused on upcoming trends affecting the economics and markets framework
- Proactive in business and intercultural relations due to multiple international experiences

WORK EXPERIENCE

2018, May – present	SENIOR INNOVATION MANAGER & FOUNDER <i>HYLE</i> <i>Ancona, Italy</i> <ul style="list-style-type: none">• Launched and running new venture• Core business: innovation management services for Startups & SMEs• Built 5 people team in 2 weeks• 2 International projects in first quarter, break-even at first month
2018, November – present	STRATEGY ADVISOR - CONSULTANT <i>Fuel – The Babel of Trading</i> <i>Ancona, Italy</i> <ul style="list-style-type: none">• Core business: application & platform with artificial intelligence used for the study of the financial markets.• Strategy Advisor in charge of strategic growth, fundraising, innovation & process management
2017, January – 2019, January	CHIEF INNOVATION OFFICER & HEAD OF INTERNATIONAL PROJECTS <i>The Hive – Business Accelerator</i> <i>Ancona, Italy</i> <ul style="list-style-type: none">• Innovative executive providing strategic & technical advisory services to public, private and startup venture organizations.• Trusted advisor to align strategies, portfolios, budgets and resources to business goals.• Guiding peers to leverage business transformation initiatives and emerging technologies to respond to rapidly changing market conditions and trends.
2017, March – Present	CHAPTER DIRECTOR <i>Ancona, Italy</i> <i>Startup Grind</i> <ul style="list-style-type: none">• Leading the Ancona and Pescara chapter, co-directing Florence chapter• Organized 50+ events with 40-50 participants on average• Startup Grind is a global community for entrepreneurs (+365 cities in +115 countries), powered by Google for Startups.
2017, January – present	PUBLIC SPEAKER AT INTERNATIONAL CONFERENCES <i>Innovation, Management & Leadership key notes</i> <ul style="list-style-type: none">-Startup Grind Europe Conference – London, UK Jun 2017-Startup Grind South Europe Conference – Barcelona, Spain Oct 2017-Meet The Lead – Casablanca, Morocco Dec 2017-Startup Grind Global Conference - San Francisco, USA Feb 2018-Boosting innovative Entrepreneurial Ecosystem in Regions for young entrepreneurs – Brussels, Belgium Mar 2018-Campus Party Italy – Milan, Italy September 2018-Heroes Meet in Maratea – Maratea, Italy September 2018-Founder Institute – Rome, Italy, October 2018-Mashable Social Media Day – Milan, Italy, October 2018-SMAU – Milan, Italy, October 2018
2015, April – Present	ORGANIZER & MENTOR <i>Milan, Italy</i> <i>Lean Startup Machine</i> <p>The goal of a startup mentor at Lean Startup Machine is to help the fledgling startup make as much progress in as short a time as possible. This process includes teaching the lean startup methodology.</p>

2015, March – 2016, December	CO-FOUNDER, CEO <i>Just Ask – Value Your Local Experience</i> <ul style="list-style-type: none">• First venture co-founded• Built business and technical team• Built mvp, customer discovery, launched on market. Failed.	College Park MD
2014, July – 2016, December	BUSINESS DEVELOPMENT MANAGER <i>Loccioni USA Inc.</i> <ul style="list-style-type: none">• Built relationship with environmental engineering, procurement and constructions companies• Carried out a market analysis for environmental business unit in order to identify new business opportunities• Built key customer relationships and negotiated business deals	College Park MD
2015, February – 2015, Jul	VISITING RESEARCHER <i>Dingman Center for Entrepreneurship Smith School of Business, University of Maryland</i> <ul style="list-style-type: none">• Co-run the university acceleration program• Assist the professor in managing the entrepreneurship course. Main topics covered : customer discovery, team building, MVP, business model• Assist the professor for an MBA class in international entrepreneurship.• Judge during pitch competitions	College Park MD
2013, September - 2014, June	BUSINESS DEVELOPMENT MANAGER <i>Loccioni HQ</i> <ul style="list-style-type: none">• Definition of the role of business innovation in the internationalization process• Applied research• Carried out a market analysis for environmental business unit in order to identify new business opportunities• Business planning• Focus groups on open innovation strategies	Ancona, Italy
2013, May - 2013, August	INTERNATIONAL RELATIONS OFFICER <i>International Office Polytechnic University of Marche</i> <ul style="list-style-type: none">• Supported the Office Coordinator in managing all administrative issues concerning the Erasmus Placement Programme such as international students recruitment, programming, outgoing and ingoing students	Ancona, Italy
2012, June - 2012, July	INTERN <i>Polytechnic University of Marche College of Business, Ohio University, Athens, Ohio Facultad de Ciencias Economicas, Universidad Nacional del Litoral, Argentina</i> <ul style="list-style-type: none">• Worked in an international team	Ancona, Italy

EDUCATION

2013, November – 2016, December	POLYTECHNIC UNIVERSITY OF MARCHE, ANCONA, ITALY <i>Ph.D. Management and Law –</i> THESIS: THE ROLE OF BUSINESS INNOVATION IN THE INTERNATIONALIZATION PROCESS: LOCCIONI GROUP CASE STUDY
2018, August -2018, August	SIDA GROUP SRL, ANCONA, ITALY <i>Summer School in General Project & Product Management</i>
2016, April -2016, July	SIDA GROUP SRL, ANCONA, ITALY <i>Executive Master in Equity Management</i>
2015, February – 2015, July	DINGMAN CENTER FOR ENTREPRENEURSHIP, SMITH SCHOOL OF BUSINESS, UNIVERSITY OF MARYLAND, COLLEGE PARK, MD, USA <i>Visiting Ph.D. Student</i>
2011, September – 2013, July	POLYTECHNIC OF MARCHE UNIVERSITY, ANCONA, ITALY <i>Master of Science in International Economics and Business</i>
2012, January – 2012, May	SAVONIA UNIVERSITY OF APPLIED SCIENCES, KUOPIO, FINLAND <i>LLP Erasmus Exchange Programme</i>
2008, October – 2011, July	POLYTECHNIC OF MARCHE UNIVERSITY, ANCONA, ITALY <i>Bachelor of Science in Economics</i> <i>Major: Finance</i>
2007, September – 2008, October	BERGEN COMMUNITY COLLEGE, PARAMUS, NJ, USA <i>American Language Program</i>

BUSINESS PROJECTS

2018, January – 2018, December	EIT FOOD HUB ROMANIA <i>Project Manager & Coordinator</i> I was assigned by EIT (European Innovation & Technology Institute) Food CLC South to perform the role of coordinator of the Romanian EIT Food Hub in 2018. Part of my activities included: <ul style="list-style-type: none">• Regular updating of relevant stakeholders contact list,• Maintaining of relations with key Romanian players,• Exploring the local start-up community,• Organizing events and workshops for students, graduates, PhD and entrepreneurs• Promoting EIT Food's portfolio of instruments for local innovators
2017, January – 2018, April	IDEA - INNOVATION AS A DRIVER OF EXPORTS TO AMERICA FOR THE ECONOMIC SYSTEM OF MARCHE REGION <i>Project Manager & Coordinator</i> Project managed and taken 40+ start-ups in Silicon Valley for a weekly program for B2B meetings, pitches to VCs, conferences participation, commercial partnerships.
2015, November – 2016, September	CONTAMINATION LAB The Contamination Lab are places of contamination between students of different disciplines. Promote the culture of entrepreneurship, innovation and do, as well as an interdisciplinary approach and new learning models. They are designed to expose students to a challenging environment for the development of an entrepreneurial vocation innovation projects.

2015, November	HACKATHON Development of a web platform to support open innovation in enterprises strategies.
2015, May - Present	ECAPITAL Business plan competition
2014, June – January 2015	USA MARKET DEVELOPMENT Project based in Washington, DC, USA. Mission based on business relationships, follow new clients, new deals, look at new partnerships, study new products and local market.
2013, May	COUNTRY ANALYSIS <i>Rolling Tobacco in the American market</i> Worked in an international team for a project aimed to introduce rolling tobacco in one out of five candidate countries.
2012, July	GCP - GLOBAL CONSULTING PROGRAM <i>Energy Resources</i> Worked in a cross-cultural team conducting a detailed market analysis and providing a market entry strategy for an Italian company, Energy Resources, which wanted to enter the Balcanic market.

HONORS & AWARDS

March 2016	BUSINESS PLAN COMPETITION FINALIST <i>ISTAO Business School, Marche Region, Polytechnic of Marche University</i>
A.Y. 2013 - 2014	PH.D. PROGRAM GRANT <i>Polytechnic of Marche University</i>
A.Y. 2012 - 2013	EXCHANGE STUDENTS PROGRAMME - LLP ERASMUS <i>European Commission</i>

CERTIFICATIONS

2012, November	TOEFL IETS
2012, July	GLOBAL CONSULTING PROGRAM International Business Planning
2008, October	AMERICAN LANGUAGE PROGRAM Oral and written English proficiency

SKILLS

<i>Technical skills</i>	Knowledge of the main emerging methodologies (Agile, Lean Startup Methodology, Design Sprint - GV-, DevOps, Design thinking), Good knowledge of emerging technological trends (Blockchain, API, AI, etc.), Digital knowledge (growth hacking, SMM, etc.);
<i>Organisational skills</i>	Experience in planning and coordinating own and / or group work activities; Multi-tasking and very flexible, capability to work in stressful condition under upcoming deadlines
<i>Social skills</i>	Leadership and interpersonal skills; Public Speaking at national and international conferences; Used to working with C-Level Executive; Ability to present and communicate in public;

FRANS HYSA

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<i>Computer skills</i>	Editing software Microsoft applications and Office
<i>Languages</i>	Excellent knowledge of languages: Italian (bilingual proficiency) English (full professional proficiency) and Albanian (bilingual proficiency)

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