

INFORMAZIONI PERSONALI **Valentina Grillea**

SHORT PROFILE

Senior Project Manager con responsabilità nella gestione di programmi e progetti innovativi per il settore Data Center. Coordino team globali e iniziative cross-funzionali per sviluppare nuove tecnologie di liquid cooling, CDU e architetture di raffreddamento avanzate. Gestisco il portfolio di innovazione dalla fase di ideazione fino alla validazione dei prototipi, assicurando allineamento tra esigenze di mercato, fattibilità tecnica, risorse e strategia aziendale.

Come Venture Architect, ho supportato la nascita e la crescita di nuove iniziative di business, dalla fase di ideazione alla validazione sul mercato. Mi sono occupata di identificare opportunità di innovazione, progettare modelli di business sostenibili, sviluppare MVP e coinvolgere clienti early adopters per testare e affinare le soluzioni. Ho operato all'intersezione tra strategia, innovazione e venture building, trasformando idee ad alto potenziale in opportunità concrete di business.

Ho guidato iniziative di Open Innovation e sviluppo ecosistemi di innovazione, creando connessioni strategiche tra corporate, startup, investitori e istituzioni. Con oltre 15 anni di esperienza internazionale, ho supportato la crescita di nuove iniziative imprenditoriali attraverso scouting tecnologico, venture building, coaching, attrazione di investimenti e facilitazione di processi di innovazione collaborativa. Certificata PMP e Business Model Innovation.

Ho lavorato come esperta con la regione Valle D'Aosta valutando progetti presentate da Startup Innovative nell'ambito del programma Start the Valley Up.

Collaboro (Team Speaker) al TedX di Padova selezionando e offrendo un supporto di coach e mentore ai vari speaker selezionati per gli eventi. Ho seguito le seguenti edizioni: 2024/2025/2026

WORK EXPERIENCE

From Nov 2025 – to present

Danfoss S.r.l. – Climate Solution (Turin, Venice, Italy)

Senior Project Manager in DCS-AP Program & Customer Project Office team. Coordination of Data Center Front-End Innovation Projects with strategic customers.

From Nov 2022 - to Oct 2025 – Venture Architect – Digital Service

Danfoss S.r.l. – Climate Solution (Turin, Venice, Italy)

As venture architect I support internal innovation helping the identification and shaping of new digital services in the current markets beyond defining business model and supporting the prototyping phase (via MVP development) testing them with early adopter customers

From April 2018 – to October 2022 Head of Scouting and Matching

Bwcon GmbH – Turning ideas into business (Stuttgart, Germany)

In charge for all activities related to the scouting and matching of international start-ups with corporate and investors. Coordinator of a team in charge for more than 30 local and international matchmaking event per year in Europe. Support in access to market for international company - focus on ICT German market. Expertise in Business model Innovation and business support (improvement of business idea, market strategy)

Project Manager, Lead Coach or Coordinator of the following projects:

- InvestHorizon – Programme designed to boost investments made in Innovative European SMEs through Investment Readiness development and Investor sensitisation.
- DT2Invest Launchpad - Investment Support Programme for the emerging fields of Artificial Intelligence (AI) and Blockchain Technologies (BT) supported by the European Commission.
- DA-SPACE - Creation of 7 International Open Innovation lab in 7 different countries all over Europe

- SMART SPACE – Digitalization process for SMEs
- WIB - Woman in Entrepreneurship

Expertise in :

- Business Model Innovation
- Entrepreneurship methods
 - Co-Creation/Open Innovation methods
 - Evaluation of investment Programm
 - Technology Scouting
 - Lean Start-up
- Design Thinking
 - Lego Serious Play
 - Business Development
 - Venture Capital ▪
- Access to investment
 - Team coordination and management (5 members)
 - Digital Transformation process
 - Scouting & Access to funding (M&A process)
- Business or sector SMEs Support in ICT related sectors

From July 2017 – to April 2018 Senior Innovation Programme Manager

Bwcon GmbH – Turning ideas into business (Stuttgart, Germany)

Leading European Initiatives in the field of ICT, Innovation Entrepreneurship support and methods applying into energy and smart cities sectors. Expert of Business Model methods and Entrepreneurship methodologies (Lean Start up, Business Model Innovation, Design Thinking Methods), referent in international conference, holding lectures at international summer schools on Entrepreneurship. Supporting young talents from different field in their growth path (access to finance or market, investor readiness) via open innovation methods and co-creation lab activities. Evaluator and Jury members of Innovation for several contest on ICT Technologies in Europe.

- Business or sector SMEs Support in ICT related sectors

From October 2014 – to June 2014 Innovation Programme Manager

Bwcon GmbH – Turning ideas into business (Stuttgart, Germany)

Leading European Projects in the field of ICT, Innovation Entrepreneurship support and Education applying for the energy sectors, the Creative Industries and Innovation field of actions. Evaluator and Jury members of Innovation conference and contest.

- Business or sector SMEs Support in ICT related sectors

From April 2015–to 2022 Evaluator for the European Commission

European Commission

Evaluator and Rapporteur for HORIZON 2020 Programme and COSME Programme

- Assessment (remotely and in face-to-face meeting) of European Proposals in the field of creative industries, cluster collaboration support, social innovation, open innovation, ICT

Business or sector Assessment proposals – Validation of Business Models

From April 2015–to Nov 2019 Initiator and Programme Coordinator of the Green Innovation and Investment Forum

Several Sponsors and Co-Partners

Initiator of the first pan-European matchmaking event to foster the transfer of technology and the promotion of business cooperation in the Green sector. Organized once per year in Stuttgart.

Business or sector Green IT- Energy- Investor relation – Transfer Technology process

From June 2008 – to Sept 2014 Project Manager Innovation Fostering and European Projects

MFG Public Innovation Agency for ICT and Media (Stuttgart, Germany)

Development of all aspects (financial, content, writing, partners acquire, management) of European

Project proposals (Lifelong Learning, Interreg IVB -Central Europe and Alpine Space

Expert on innovation, open innovation methods, business model, support for SMEs and young entrepreneurship. Referent in international conference and expert in workshop for researchers and young entrepreneurship.

Business or sector Public Innovation Agency on ICT and Media (Creative Industries, Technology Transfer, Innovations and SMEs support)

From June 2009 – to Dec 2014 Cluster Manager – Operational Officer

EICI –European Interest Group for Creativity and Innovation e.V. (Stuttgart - Europe, Germany)

Management of the European Interest Group on Creativity and Innovation e.V. –

International no-profit association, with more than 10 European partners, which fosters the relationships between creativity, culture, technology and innovation in order to make Europe more competitive and sustainable.

Organization of event such as EICI general assemblies, partner meetings, study visits and conferences.

Responsible for the study visit in Europe of a delegation of 11 members from the Malaysia Ministry of Information and Communication and Radio Television Malaysia

External Communication of EICI activities (monthly newsletter, twitter channel, websites – content and technical responsibilities) and International Affairs.

Business or sector Creative Industries International Cluster

From Mai 2007 – to June 2008

Junior Project Manager

Netbrain s.r.l. Corso Svizzera 183 10100 Turin (Italy)

Supporting in development of Regional project on ICT (info- mobility, ehealth) in order to provide services and information to the citizens

Main client Regione Piemonte, CSI –Piemonte, Telecom Italia

Business or sector Consulting Company on ICT

From Nov 2007 – to April 2008

Extern Expert

University of Turin – Via Verdi 8 10124 Turin (Italy)

From Feb 2007 – to Sept 2007

Scientific Communication Department
Collaboration

From March 2004- to Sept 2004

Support students in the definition of their studies and Adult Education focusing on the basic use of Computers, Internet and MS Office. Formulated lessons plans, instructed lessons, and edited exams for students in constant collaboration with two colleagues in order to create a solid foundation of instruction and learning

From March 2005 – to Sept 2005

Business or sector University

EDUCATION AND TRAINING

From Nov 2004 - to March 2007 Masters of Arts in ICT for Information Society

University of Turin (Italy)

Communication, Marketing, ICT, Economics, Web design, Programming,
Artificial Intelligence, Interaction Human-Machine, PR,

Graduated with Specialization in Communications in ICT Society with score of 110/110

Title thesis: "User Shaping of User's Goal for a Proactive Context-Aware
Suggestion: I-City Project" (promoted by City of Turin)

From Nov 2001 - to Nov 2004 Bachelor of Arts in Communication

Science University of Turin (Italy)

Communication, Marketing, ICT, Economics, Web Design, Informatics, Statistics, Sociology

Graduated in Communication Science with 107/110 .

Title thesis: "Accessibility: Experiment for Scidecom" (production of the web site for the Science of Communication Course: www.scidecom.unito.it/aziende)

www.scidecom.unito.it/aziende

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
German	First Certificate				
	C1	C1	C1	C1	B2
	Goethe B2 Certificate				