

**EUROPEAN
CURRICULUM VITAE
FORMAT**



PERSONAL INFORMATION

Name **MARTINEZ-ARBIZU, ANTONIO**
Address **GENSORIC GMBH, GERHART-HAUPTMANN-STRASSE 23,
18055 ROSTOCK, GERMANY**
Telephone **+ 49 381 337073 41**
Fax **+ 49 381 337073 40**
E-mail **a.martinez@gensoric.com**

Nationality Spanish
Date of birth 15.12.1967

WORK EXPERIENCE

- Dates (from – to) 2013-Today
 - Name and address of employer engage AG, Bahnhofstr. 54, 76137 Karlsruhe, Germany
 - Type of business or sector Consultancy– development of ideas and technologies from higher education and research institutions
 - Occupation or position held Managing Director
 - Main activities and responsibilities Beside his management responsibilities, Antonio has special expertise in primarily the following fields:
 - innovation and marketing support for SMEs (particularly Spanish SMEs):
 - market entry and market development strategies
 - "state-of-the-art" technical reports
 - strategic information services for decision makers:
 - "competitive intelligence", main market players surveys
 - innovative developments in the field of waste treatment and recycling, CleanTech, Pharma and Medical Devices:
 - technological developments
 - organisational consequences
 - Expert speaker on Regional Innovation Strategies (RITTS, Accompanying Measures, DG XIII) supporting different European regions
 - Several coaching assessments, mainly for Spanish regions, in developing RITTS/RIS-proposals
 - internal trainer in market analysis and market strategy development for consultants and external partners
 - various seminars on internationalisation and JV development for industrial associations
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- Accredited consultant for several (European) programs (e.g. JOP/ECIP, RKW, IMTOS, PIC-PME)

Antonio Martinez has assumed various functions and positions to start, manage and supervise different activities and business fields; examples:

- Dates (from – to) 2014-TODAY
 - Name and address of employer innoveas International Ltd., 12th Floor, 6 New Street Square, London EC4A 3BF, United Kingdom
 - Type of business or sector Consultancy, Venture Capital
 - Occupation or position held Chief Operating Officer
 - Main activities and responsibilities
- Dates (from – to) 2013–TODAY
 - Name and address of employer Gensoric GmbH, Gerhart-Hauptmann-Str. 23, 18055 Rostock, Germany
 - Type of business or sector CleanTech and Medical Devices
 - Occupation or position held Managing Director
 - Main activities and responsibilities
- Dates (from – to) 2013–TODAY
 - Name and address of employer PVA-MV AG, Gerhart-Hauptmann-Str. 23, 18055 Rostock, Germany
 - Type of business or sector Consultancy
 - Occupation or position held Managing Director
 - Main activities and responsibilities
- Dates (from – to) 2012-TODAY
 - Name and address of employer Immugenetics AG, Gerhart-Hauptmann-Str. 23, 18055 Rostock, Germany
 - Type of business or sector Pharma Biotech
 - Occupation or position held Managing Director
 - Main activities and responsibilities
- Dates (from – to) 2011-2017
 - Name and address of employer MORE Medical Solutions GmbH, Gerhart-Hauptmann-Str. 23, 18055 Rostock, Germany
 - Type of business or sector Orthopedics
 - Occupation or position held Managing Director
 - Main activities and responsibilities
- Dates (from – to) 2011–2016
 - Name and address of employer Innoveas AG, Bahnhofstr. 54, 76137 Karlsruhe, Germany
 - Type of business or sector Consultancy
 - Occupation or position held Managing Director
 - Main activities and responsibilities
- Dates (from – to) 2007-TODAY
 - Name and address of employer M.O.R.E. Invest Management AG, Bahnhofstr. 54, 76137 Karlsruhe, Germany
 - Type of business or sector Seed Capital / Venture Capital
 - Occupation or position held Managing Director
 - Main activities and responsibilities
- Dates (from – to) 2003–2005
 - Name and address of employer inno Germany AG, Karlstr. 45b, 76133 Karlsruhe, Germany
 - Type of business or sector Consultancy
 - Occupation or position held Managing Director

- Main activities and responsibilities

- Dates (from – to)

- Name and address of employer

- Type of business or sector

- Occupation or position held

- Main activities and responsibilities

- Dates (from – to)

- Name and address of employer

- Type of business or sector

- Occupation or position held

- Main activities and responsibilities

- Dates (from – to)

- Name and address of employer

- Type of business or sector

- Occupation or position held

- Main activities and responsibilities

2002–2003

ino AG, Karlstr. 45b, 76133 Karlsruhe, Germany

Consultancy

Manager Director

2001–2007

PVA-MV AG, Gerhart-Hauptmann-Str. 23, 18055 Rostock, Germany

Consultancy

Managing Director

1994–2001

ino AG, Karlstr. 45b, 76133 Karlsruhe, Germany

Consultancy

Consultant

- engaged in the start-up and development of the Vienna office

- responsible for the New Markets Division

- Dates (from – to)

- Name and address of employer

- Type of business or sector

- Occupation or position held

- Main activities and responsibilities

1993–1994

Institute of Small and Medium Sized Industry of the Valencia Region, (Spain) - IMPIVA, Bonn, Germany

Research Institute

Free-lance consultant

working mainly for Spanish companies, Spanish-German activities manager

- Dates (from – to)

- Name and address of employer

- Type of business or sector

- Occupation or position held

- Main activities and responsibilities

1992-1993

Institute of Small and Medium Sized Industry of the Valencia Region, (Spain) - IMPIVA, Bonn, Germany

Research Institute

Head of the Office

EDUCATION AND TRAINING

- Dates (from – to)

- Name and type of organisation providing education and training

- Principal subjects/occupational skills covered

1987–1992

Technical University of Karlsruhe

Telecommunication Engineering

**PERSONAL SKILLS
AND COMPETENCES**

*Acquired in the course of life and career
but not necessarily covered by formal
certificates and diplomas.*

MOTHER TONGUE
OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

- *Reading skills*
- *Writing skills*
- Verbal skills

- Reading skills
- Writing skills
- Verbal skills

SPANISH

GERMAN

Excellent
Excellent
Like mother tongue

ENGLISCH

Excellent
Excellent
Excellent

FRENCH

Basics
Basics
Basics