Stefano Ronchetti
Curriculum Vitae

PERSONAL INFORMATION

Name and Surname	**STEFANO RONCHETTI**
Address	[redacted]
Mobile	
E-mail	
Nationality	Italian
Place and Date of Birth	

Ordine Nazionale Biologi **ONB Membership (Professional registration)**

WORK EXPERIENCE

March 2024 - present

- *Employer* **Massive Bio, USA**
- *Type of business* **Patient Recruitment Service**
- *Position* National Key Account manager/ Country manager
- *Role and duties* Clinical trial patient recruiting. I contribute to creating a referral network of physicians for Massive Bio's clinical trial enrolment services by organizing events to present clinical trials protocols.

July 2021- January 2024

- *Employer* **Eurofins - Gold Standard Diagnostics Frankfurt, DE**
- *Type of business* **Clinical Diagnostics, immunoassays and molecular diagnostics**
- *Position* Senior Product Manager and Market Access Oncology Permanent
- *Role and duties* **Testicular cancer** companion diagnostics start up studies, EU market access and Product Management I developed ability in organizing KOLs meetings; coordination of six people staff and I ensured the IVDR compliancy relatively to post marketing surveillance.

July 2015- July 2021

- *Employer* **Cepheid srl, Italy**
- *Type of business* **Molecular Diagnostics, oncology**
- *Position* Senior Application Specialist. Permanent
- *Role and duties* Diagnostic system implementation: I developed the ability to training staff and customers; the ability to give to give presentations and supporting sales with reviewed scientific communications. I have been a point person person for the onboarding of application specialist staff throughout EU.

Jenuary 2015-June 2015

- *Employer* **Axiogenesis AG, Germany**
- *Type of business* **Biotech**. hiPSC derived cell cultures.
- *Position* Application Specialist. Permanent consultant
- *Role and duties* Territory manager for Eastern and Southern Europe (Italy, Spain, France, Portugal, Hungary, Poland, Baltic): I ensured the assigned sales targets for drug development services and cardiac toxicology were reached. I learned how to create contacts with pharma industry R&D and Medical Affairs in order to provide the right solution to assess cardiac toxicity of product in development.

September 2013 – December 2014

- *Employer* **Ugo Basile srl, Italy**
- *Type of business* **Mechanical engineering**. In vivo-pharmacology device manufacturer.
- *Position* Marketing manager. Permanent.
- *Role and duties* I achieved the ability to manage two people sales staff. I carried on the organization of promotional campaigns and trade shows.

February 2009 - September 2013

- *Employer* **Miltenyi Biotec srl, Italy**
- *Type of business* **Biotech.**
- *Position* Application specialist. Permanent.
- *Role and duties* I ensured the technical and applicative support for antibody staining in cell sorting and cell analysis; I organized practical demo and I developed soft sale activity. I gained a sound understanding of research in immunology and oncology.

February 2006 - December 2008

- *Employer* **Harlan Laboratories, Italy (Now Envigo+++)**
- *Type of business* **Biotech, CRO and lab animal breeding and animal food production.**
- *Position* Permanent

• Role and duties	**Head of the lab of Microbiology. I was responsible of clinical microbiology tests, environmental and white chambers microbiological control (water and surfaces) for immuno-depressed animal breeding.**
January 2003- February 2006	
Employer	**University of Verona and Queen Mary University, London, UK (Pathology laboratories of Cancer Research UK)**
Level of education/ subject	PhD in Human Oncological Pathology.
Results	PhD Thesis "AGR2 and Pancreatic Carcinoma". Research of biomarkers for ELISA/IHC assays development. I gained practical ability with several lab techniques for protein and nucleic acids analysis as biomarkers. The research conclusion identified AGR2 as new suitable histological biomarker for PDACs.
December 2001- December 2002	
• Employer	**Laboratori Farmaceutici Baldacci S.p.A., Pisa, Italy**
• Type of business	Pharmaceutical.
• Position	Permanent
• Role and duties	**Pharmaceutical Sales and promotion**. I took care of a vast area by visiting physicians and ensuring the scientific support and delivering peer reviewed references to support the business.
June 1995- June 1996	
• Employer	**Arma dei Carabinieri, Milan, Italy**
• Type of business	Italian Army.
• Position	Temporary.
• Role and duties	**Police Officer**. Employed at HR department.

EDUCATION

2021 ClinOpsHub	**Clinical Research training and certificate (D.M. 15/11/2011).** I could achieve the mandatory certification in order to take part to clinical trials organization.
2020 Regulatory Affair Professional Association	**RAPS Certificate** I could achieve the certification in order to understand the role of a regulatory professional in the process of registering a medical device or a pharmaceutical product within FDA, EMA and other authorities.
2021 Johns Hopkins University	**Design and Interpretation of Clinical Trials Certificate** I could learn how to design a clinical trial in order to yield statistically significant conclusions
August 2004 - December 2005	
School	**Westminster Kingsway College, London, UK**
Level of education/ subject	Course of English
Results	Level 1 ESOL, Trinity.
July 2001	
School	**University of Cagliari, Faculty of Life Sciences.**
Level of education/ subject	Degree (5ys), Biological Sciences, Thesis: "Molecular Biology Techniques in Diagnosis of Acute Lymphoid Leukaemia".
Results	First degree, 110/110 with honours
September 1998 - June 2001	
• Employer	**"A. Businco" Hospital, Cagliari**, Italy
• Type of business	Bone Marrow Transplantation Centre.
• Position	Internship.
• Role and duties	Haematology (WBC count/ Bone Marrow cell count) and molecular diagnostics of malignancies. I learned how to prepare and use reagents and achieve a molecular diagnosis of CML, ALL, AML according to official protocols.
1988-1989	
School	**E. Fermi, High School, Cantù, Italy**
Level of education/ subject	High School
Results	Diploma. 39/60

LANGUAGES

MOTHERTONGUE	ITALIAN
OTHER LANGUAGES	ENGLISH, *ESOL Level 1, Trinity College London, UK*
Reading	GOOD
Writing	GOOD
Speaking	FLUENT
	FRENCH, *DELF A1, MINISTERE DE L'EDUCATION NATIONAL FRANÇAISE*

Reading	GOOD
Writing	BASIC
Speaking	BASIC

DRIVING LICENCE	Full and clear EU Driving Licence, A (motorbikes), B (cars), Sailing licence (motor powered boats until 24 meters length/12 miles offshore)
HOBBIES	Jogging, Gym, Sailing, Reading, Italian food & Cookery, Wine tasting and study of History and Geopolitics.

I hereby grant permission to use my personal data in accordance with art. 13 GDPR 679/16.

Capiago Intimiano, 21/08/2025

Stefano Ronchetti