

# My professional journey thanks to the PhD

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**UNIVERSITÉ  
DE GENÈVE**





I grew up in Via Panisperna, in Rome (Italy)



The famous 'Via Panisperna Boys' from 1930's : (left to right)  
D'Agostino, Segrè, Amaldi, Rasetti, Fermi



The old library



The new Rolex Learning Center



- PhD in collaboration with EPFL and Paul Scherrer Institut on accelerator design for cancer therapy
- Small group based at CERN where I was the only expert in cyclotrons in the group
- Marie Curie ,Experienced Researcher' at CERN on accelerator design for biomedical research
- Team of 2 and interaction with many experts within large organization

# First industrial experience

**EBA**Med

- 3 years at EBG MedAustron GmbH (medical device manufacturer and treatment center for cancer therapy with ion beams – 100 people)
- My profile was attractive thanks to the core technical skills acquired during PhD/'post-doc'
- New experiences:
  - Fast rhythm and high pressure
  - Human interactions and hierarchy
  - Processes (medical industry)
  - Magic of teamwork
  - Sense of mission and purpose





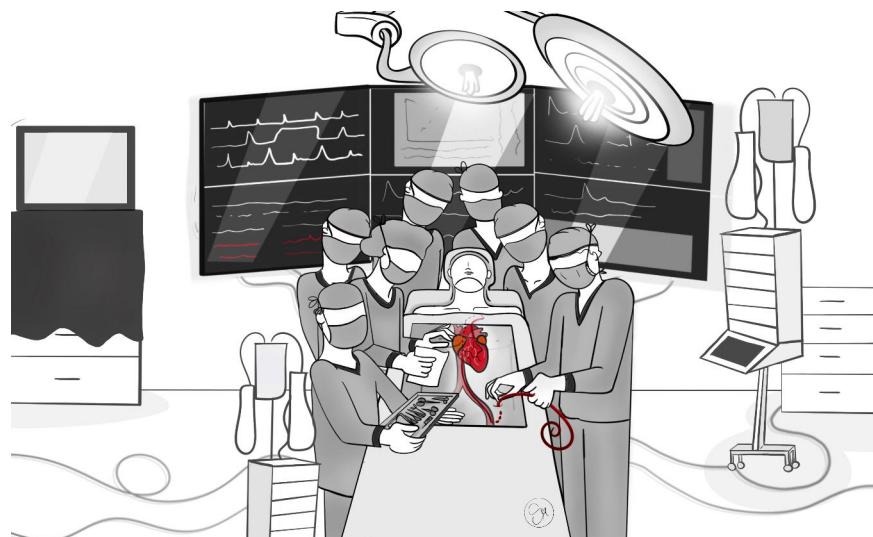
- Coordination of engineers-physicists and relationship management with external partners
- Interface between accademia and industry
- Gradual transition into entrepreneur for medical start-up
- Good mix of 'old' and 'new' competences
- Standing on the shoulders of *giants*

# Non-invasive treatment of arrhythmias

**EBA**Med

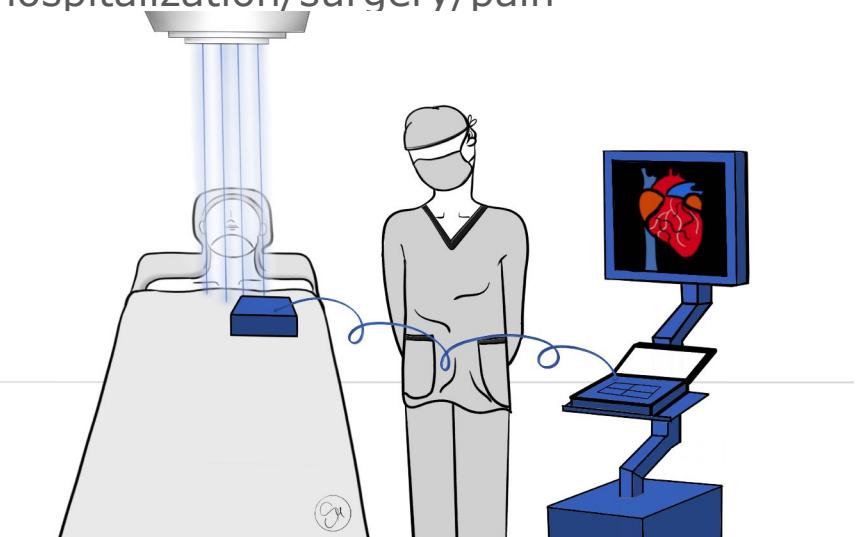
## Today

Risky, lengthy, manual, limited effectiveness  
600k surgeries/ for 15M patients (Eur./N. America)  
CHF multiB market growing at 8%/y



## Tomorrow

Med. device for non-invasive treatment at existing proton therapy centers:  
- Single out-patient session  
- No hospitalization/surgery/pain



**Join us!**

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YOUR HIGHTECH  
BUSINESS

## Cons of a PhD

- Little exposure to teamwork
- Not always results-driven or structured work
- Focused more on scientific publications than protectable IP
- Little knowledge of industry standards and processes (good practices)

## Pros of a PhD

- Technical skills
- Autonomy
- Critical sense
- Public speaking
- Scientific rigour, data-driven decision making
- Creative problem-solving

- take time to understand what:
  - day-to-day life in the company is
  - constraints they have
  - jargon/acronyms they use (!)
  - can be useful for them in your profile
- consider joining or starting your own start-up : hard life but many incentives today

-> talk to as many people as possible

-> be ready to learn new skills and adapt to a different environment

and be proud of what you accomplished in accademia