CURRICULUM VITAE -

Luigi Negri

	http://www.linkedin.com/in/luiginegri
Citizenship	U.S. Citizen – Italian Citizen
Address:	21771Ton Place Drive Boca Raton, Florida, 33433 USA
Contacts:	luigi@luigi.us Mobile phone: +1 305 202 1115

EXPERIENCE & POSITIONS

Dates: 2013 – Present

Company: **Thinkeen Global**

Job Title: **CEO & Founder**

Location: Miami (USA)

Description:

From January 2013 leading the ThinKeen Consulting group, specializing in the business issues of Life Sciences innovation. With a specific focus on the research, the selection, the valuation, and the development of innovative start-ups in the areas of Healthtech, MedTech, and BioPharma.

When start-ups go to market, ThinKeen supports sustainable geographical expansion and global product launches in Mature and Emerging Markets, ensuring that they sustainably achieve the highest growth rates. Thinkeen has grown rapidly and currently has a footprint (offices) in the USA, Europe, Latin America, and India, allowing a closer, faster delivery of both consulting and temporary management services.

Dates: September 2025 – Present

Company: **Lynn University**

Job Title: **Adjunct Professor** of Marketing

Location: Boca Raton – FL - USA

Description: Professor of Marketing

Dates: January 2020 – December 2023

Company: **University of Iowa**

Job Title: **Adjunct Professor** of Business

Location: Italy

Description:

Professor of Entrepreneurship, Marketing & International Marketing (Italian Campus of UIOWA).

Dates: January 2022 – Today

Company: **MIB Trieste School of Management**

Job Title: **Visiting Professor** of Bio-entrepreneurship

Location: Italy

Description: Professor of Bio-Entrepreneurship.

Dates: *November 2009 – December 2012*

Job Title: **Vice President of Northern & Central Europe**

Company: **Becton Dickinson (CR Bard)**

Location: London (U.K.).

Description:

Managed a group of countries (UK, Ireland, Belgium , Holland, Nordic Countries & South Arica) which accounts for 220M$ net sales. He also managed a dedicated Northern European Marketing organization together with H.R. and Finance functions. He introduced (for the first time at Bard Europe) a structured approach to country strategy planning and implementation, starting the U.K. organization, ensuring shared product/market prioritization criteria and implementation measurements.

From December 2010 he accepted the geographical extension of his northern European responsibilities to Germany , Switzerland and Austria (formerly part of the Central European Region) which brought his sales responsibility to 300M$, reporting directly to the Group President of International. On top of his regional Finance and H.R., he has PAN European responsibilities, including European Marketing, European RA/QA, and European Logistics. He fully achieved his 2011 regional budget while managing directly the German organization and continuing the regional organizational realignment focused on the product/market opportunities with higher and more sustainable growth potentials.

Dates: *June 2007 – November 2009*

Jib Title: **Vice President & G.M. Emerging Markets of Latin America**

Company: **Baxter Healthcare**

Location: Fort Lauderdale (F.L.) - USA

Description:

Managed a newly formed group of 15 countries of Latin America (Emerging Markets LA or EMM), which accounts for 300M$ net sales and about 450 employees (main countries/areas: Argentina, Chile, Venezuela, Central America, Ecuador, Puerto Rico, and the Caribbean). In 2008, YTD overachieved budget through a 17% top-line growth and a 26% pre-tax growth, rebalancing product portfolio towards more profitable franchises and managing careful expenses in an environment with an average 18% inflation rate. 2009 EMM budget was achieved (15% top line growth and 23% PreTax growth). He designed a regional process for strategy planning today being implemented in EMM as in the rest of the L.A. countries.

Dates: *June 2004 – June 2007*

Company: **Baxter Healthcare**

Job Title: **Area Managing Director** Poland & Russia

Location: Warsaw – Poland

Description:

Assigned to the Polish subsidiaries which included both a Baxter wholly owned included the responsibility of the two manufacturing plants. Rebuilt the organization of both Baxter Poland and Baxter Terpol JV completely in order to obtain a more affordable cost structure; Achieved overall 52% top-line growth and 120% pretax growth in 2005. Awarded with European President Award for 2005 results. In June 2005, while maintaining the direct operating and legal responsibility of Baxter in Poland, accepted the new responsibility for Baxter Russia and CIS. Awarded with Baxter Global Chairman Award for 2006 results, in the same year, Baxter Poland was recognized by Forbes Magazine as the fastest growing company in the Country across industries in the category small-mid size (<=100M$). Baxter Poland then finished the year 2007 with a top-line growth of 44%.

Dates: *June 2003 – June 2004*

Company: **LARYNGEAL MASK INTERNATIONAL**

Job Title: **Sales Director South of Europe & Africa**

Location: Henley on Themes (U.K.)

Dates: *June 2000 – May 2003*

Company: **Baxter Healthcare**

Job Title: **Business Unit Director Transfusion Therapies Italy**

Location: Milan - Italy

Dates: *January 1998 – May 2000*

Company: **Baxter Healthcare**

Job Title: **European Marketing Manager**

Location: Milan - Italy

Dates: *February 1994 – January 1998*

Company: **Sorin Biomedica**

Job Title: **Global Marketing Manager**

Location: Milan - Italy

Dates: *January 1992 – January 1994*

Company: **Belleli Energy International**

Job Title: **Project Engineer**

Location: Mantova - Italy

EDUCATION

Doctorate **DBA** Magna Cum Laude (Highest Honors) at Bocconi University (Italy)
Thesis in Bio-Entrepreneurship & Entrepreneurial Decision Making

MBA **MBA at** University of Kansas (Lawrence, Kansas, USA)
International Business

MS **Electrical Engineering M.S.** at University of Bologna (Italy)
Semiconductor's Physics & Microelectronics

BS **Electrical Engineering B.S.** at University of Bologna (Italy)

WES: Verified International Academic Qualifications

World Education Services (WES) issues digital badges to qualified applicants on request. The WES Verified International Academic Qualifications badge:

- ✓ Confirms that WES has verified and evaluated the associated credential
- ✓ Confirms that the awarding institution and/or program was accredited at the point that the credential was awarded
- ✓ Provides U.S. equivalency for the associated credential depending on the scope of the
- ✓ requested evaluation.

Country of Education:	Italy
Credential Name:	Degree
Major:Electronic	**Engineering**
Awarded by:	Università di Bologna
Equivalency in the United States:	**Bachelor's and Master's degree**
Name on Credential:	NEGRI, Luigi
Country of Education:	Italy
Credential Name:	**Doctorate in Business Administration**
Major:	**Business Administration**
Awarded by:	Università Commerciale Luigi Bocconi
Equivalency in the United States:	Earned doctorate
Name on Credential:	NEGRI, Luigi

Link to WES's Verified U.S. Equivalent International Transcripts ->

LICENSES & CERTIFICATIONS

- **Artificial Intelligence in Healthcare**
  Issuing authority: Stanford University School of Medicine
  license issued Jul 2021No Expiration Date
- **Design & Interpretation of Clinical Trials**
  Issuing authority: The Johns Hopkins University School of Medicine
  license issued Jul 2021No Expiration Date
- **Foundations of Health Care Systems Engineering**
  Issuing authority: Johns Hopkins Whiting School of Engineering
  license issued Jul 2021No Expiration Date
- **Interpreting Randomized Clinical Trials**
  Issuing authority: Stanford University School of Medicine
  license issued Apr 2021No Expiration Date
- **Innovating in Health Care**
  Issuing authority: Harvard University
  license issued Mar 2021No Expiration Date
- **Problem Solving Certificate**
  Issuing authority: Kepner-Tregoe

LANGUAGES SPOKEN

Italian	very good
English	very good
Spanish	very good
French	basic