

Gabriele Talotti, PhD

## **Professional Experience and Education**

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07/2023 - Present: Alifax, Padova IT

### **Export Area Manager**

- Responsible for the export budget and sales for Eastern Europe and Asia
- Managing the international distributors

09/2022– Present: Università degli Studi di Trieste, Trieste, IT

### **Contract Professor for Medical Biotechnologies – Industrialization course**

- Teaching career development for biotechnologists: academic and industrial careers
- From the idea to the product and its marketing
- Business strategy

12/2022– 06/2023: Eurospital, Trieste, IT

### **International Sales and Marketing Manager**

- Responsible for the international budget and sales
- Directly responsible for the OEM business
- Marketing and technical training to international distributors
- Managing organization and participation to international fairs and congresses
- Product manager for the calprotectin product line (IVD, gastroenterology)
- Supervising technical assistance and gastroenterology application specialists

04/2018– 11/2022: Eurospital, Trieste, IT

### **International Product Manager**

- Product manager for the calprotectin product line (IVD, gastroenterology)
- Key account manager for the international main customers
- Responsible for the international budget and sales
- Responsible for the international communications

01/2017 – 03/2018: [Werfen](#) ITALIA, Milano, IT

### **Product Specialist Patient Blood Management line Italy**

- Product specialist for the haemostasis point-of-care devices ROTEM and VerifyNow
- Follow and help the integration of the newly acquired TEM business into the Italian branch of the Werfen group
- Pre and post sales activities for the Rotem and VerifyNow business in Italy

04/2013 – 12/2016: [TEM International](#), Munich, DE

### **Field Application Specialist for ITALY and UK**

- Application and technical assistance for the ROTEM instruments in Italy, Germany and UK
- Pre and post sales activity in Italy and UK
- Organization of congresses, fairs and workshops I Italy and UK

04/2011 – 03/2013: [Life Technologies Ltd](#), Glasgow, UK

### **Technical Application Scientist**

- Remote technical and application support to EMA customers and sales force
- Supporting most of the products of the Company's vast portfolio, with particular focus on RNAi, nucleic acid extraction, RT PCR, PCR, qPCR, Vector NTI and Next Generation Sequencing

02/2010 – 12/2010: [Eurospital S.p.A.](#), Trieste, Italy

### **R&D Diagnostics**

- Genetic screening of newborn DNA samples in order to identify both the genotype and risk class assessment to develop Celiac Disease
- Database compilation for the Celiac Disease European Project

07/2005 – 01/2010: [ICGEB](#), Trieste, Italy

### **PhD Student** (fellowship granted by the Open University, UK)

- Studying the intronic regulation of alternative splicing: determination of intronic regulators
- Understanding miRNA biogenesis and its impact on the splicing
- Oral and written presentation of scientific results, poster preparation for congresses, scientific projects development

- Title of the PhD thesis: “Regulation of alternative splicing by a co-transcriptional cleavage event”

01/2005 – 06/2005: [Università degli Studi di Trieste](#), Trieste, Italy

**Postgraduate research fellow**

- Production, characterisation and purification of polyclonal antibodies against HMGA2 and HMGA1a human proteins
- Continuing with the research done for the thesis: generation of clones for recombinant proteins expression, protein expression and purification, studying protein-protein interaction

10/1997 – 12/2004: Università degli Studi di Trieste, Trieste, Italy

**Degree in Biology, specialisation in Molecular Biology** (degree entitled after five years of studies and 14 months of undergraduate research work)

- Title of the graduation thesis: “[Study of the Interaction](#) between the Protein HMGA1 and the Members of the p53 Family: Possible Functional Implications”. The work was published in: [Frasca F. et al](#) “*HMGA1 inhibits the function of p53 family members in thyroid cancer cells.*” *Cancer Res.* 2006 Mar 15;66(6):2980-9

**Scientific Publications**

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- [Pastor T, Dal Mas A, Talotti G](#), Bussani E, Pagani F., “Intron cleavage affects processing of alternatively spliced transcripts.” *RNA.* 2011 Aug;17(8):1604-13
- [Pastor T, Talotti G](#), Lewandowska M.A. and Pagani F. “An Alu-derived intronic splicing enhancer facilitates intronic processing and modulates aberrant splicing in ATM.” *Nucleic Acid Res.* 2009 Sep 22
- [Gromak N.\\*, Talotti G.\\*](#), Proudfoot N.J. and Pagani F. "Modulating alternative splicing by cotranscriptional cleavage of nascent intronic RNA." *RNA.* 2008 Feb; 14(2):359-66 (\*co-authors)

**Clinical Settings**

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- Gastroenterology, microbiology, hospital and private analysis laboratories, human genetics, autoimmunity
- Most of the hospitals clinical settings and/or departments related with bleeding, ischemic events and/or transfusion of blood products: cardiac surgery, obstetrics, transplantation theatres, blood banks, internal medicine, central labs for analysis and research labs

**Molecular and Cell Biology Technical Skills**

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- ELISA, lateral flow, turbidimetry
- Recombinant DNA techniques (electrophoretic analysis, cloning, sequencing, DNA labelling, PCR amplification, RT-PCR), minigene design and construction; TaqMan and Sybr Green qRT-PCR assays
- Gene Silencing: siRNA, miRNA shRNA and transfection
- Bacterial cultures (handling, transformation, protein extraction); SDS-PAGE and Western blot analysis; antibody purification
- Nucleic acids-proteins interaction analysis (EMSA, supershift assay and cross-linking analysis), protein-protein interaction analysis (GST pull-down, FAR WESTERN)
- Eukaryotic cell culture handling and transient DNA transfections; nucleic acids and protein extraction
- qPCR, gene expression analysis
- Capillary electrophoresis sequencing, basic knowledge on NGS

**Language Skills**

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Italian and Slovenian	Mother tongue
English	Very good knowledge
Spanish	Very good knowledge
German	Good basic knowledge (from school)
Croatian/Serbian	Good verbal knowledge