Contact

+44 (0)7909587317 (Home)
mschiavottiello@fenicia.events

www.linkedin.com/in/
marcoschiavottiello (LinkedIn)
es.linkedin.com/pub/marco-
schiavottiello/14/674/329
(Personal)

Top Skills

PACS
Healthcare
Medical Imaging

Languages

Spanish (Full Professional)
Italian (Native or Bilingual)
English (Full Professional)

Honors-Awards

Dennis Hill Award

Marco Schiavottiello

Lecturer at Kingston University / St George's University of London
London, United Kingdom

Summary

Health Informatics and Radiography professional currently working as Lecturer at Kingston and St. George's University of London. Large experience in sales, after-sales, key account management, training and support in worldwide markets. Marco has the motivation and right skill sets needed to ensure targets are met and everything gets done on time and to budget. He is well versed in developing, evaluating, and prioritizing those tasks that will help to complete any project. As a natural team player he has superb leadership qualities, along with the personal gravitas and presence required to make an immediate impression in any face to face meeting. Having excellent communication skills means Marco is easily able to develop partnerships with clients and quickly gain an understanding of their real needs. He has worked both within the public sector for the UK and Italian National Health Services as well as in the private sector within a large Italian healthcare organization. Experienced in all areas of Diagnostic Imaging, after achieving an Higher Qualification in Health Informatics at CITY University of London, he spent over six years in Spain to work in the Health Software market. In 2016 he has moved back to United Kingdom to work with the Philips Healthcare Division for United Kingdom and Ireland

Because of the strong clinical background and his professional roles, he has been invited as a speaker to several conferences around the world. (e.g. Colombian Congress of Radiology, Latin American congress of Radiology Technologist, etc.)

Specialties:Health IT Consultancy, Users, Training, PACS , Clinical Information Systems, Digital Pathology, Telemedicine, Teleradiology and Telecare. Clinical Decision Support Sytems.

Experience

Kingston University / St George's University of London

Lecturer at Faculty of Health and Social Care Sciences
October 2017 - Present
Kingston upon Thames, United Kingdom

Sectra
Clinical Application Specialist
November 2016 - October 2017 (1 year)
United Kingdom

Main responsibilities:

- Strong knowledge of the SECTRA PACS (Radiology, Orthopedics, Mammography and Pathology) including add-on functionality (Volume Visualization, Active Directory, Teaching files etc).
- Provide on-site and web based training as well as classroom training.
- Perform PACS workflow analysis.
- Create internal and external documents.
- Provide remote diagnostic support for technical, clinical and end user problems using the latest remote access technologies.
- Provide a positive, cohesive company image when discussing the company, products, and management decisions with internal and external customer.

Philips
IntelliSpace Portal Sales Specialist - United Kingdom & Ireland
January 2016 - October 2016 (10 months)
London, United Kingdom

• Manage Advanced Visualization business in assigned geographies
• Identify and engage (visit) new prospects
• Increase IntelliSpace Portal sales in Philips installed base (raise awareness, inform about new releases, promotions)
• Leading product presentations and demonstrations. Clearly communicate the value to all key stakeholders (CXO, department managers, Radiologists, NM Physicians, Hospital IT)
• Participate in regional and global medical conference as demonstrator and/or Philips ambassador

Freelance
E-Health Consultant
April 2015 - December 2015 (9 months)

Consultancy and Management during implementation of e-Health Projects. Training for Diagnostic Imaging Department staff.

Alma Medical Imaging
International Sales Manager
June 2014 - March 2015 (10 months)

Active Management and support the sales activities of International Distributors.

Acquisition of new customers, channels and partners worldwide; responsible for commercial or technical training.

Client relations, account strategy, policy consultation, trend analysis and up-selling new and existing products for existing clients.

Creation of customized, individual offers and handling incoming inquiries, management of purchase order process; coordinate proposals.

Maintain and approve client portfolio of revenue and profit projections

Customer Relationship Management

ALMA- MEDICAL

Our company develops innovative medical imaging software for diagnostic, planning navigation and simulation. ALMA continues to design pioneering tools and service solutions that are driven by a real need to reach optimum levels of productivity and efficiency.

A very active Research & Development allows Alma to be one step ahead of new technologies on the market."

Kanteron Systems
Business Development Manager
December 2009 - March 2014 (4 years 4 months)

Consultant for the global market with special focus in the Latin America area. Played a major role for the achievement of outstanding deal with public and academic institutions. Others countries of action are the United Kingdom (several contracts with National Health Service Hospitals) and Italy.

He also acts as a clinical specialist during both pre and post sale process; For this role he has been invited as a speaker to several conferences around the world. (e.g. Colombian Congress of Radiology etc.)

Kanteron System is an european open source healthcare software company, with offices and distributors worldwide. Currently it is the only Spanish digital medical imaging company in the Manufacturing and Exporting Companies Catalogue published annually by the FENIN (Spanish Federation of Healthcare Technology Companies). Experts in Apple Mac projects in Healthcare Institutions.

Kanteron Systems bases some of its developments, co-develops, finances, participates, integrates, certifies, offers support and/or markets some free software solutions, such as Care2X, Open/World, Vista, dcm4chee, Osirix , and others, based in technologies such as SQLite, MySQL, JBoss, Apache, etc, and in standards such as HL7, DICOM, etc.

Achievements:

ES Salud (Peru): National Health System, largest outsourced PACS in Latin America;

Mater Misericordiae University Hospital (Dublin): Diagnostic workstation;

HUSI (Hospital Universitario San Ignacio,Bogotá, Colombia):Radiology Information System (RIS), PACS and Around 20 Apple Mac Diagnostic workstations.

National Police Hospital, Solca and Alcivar (Ecuador) : 3 hospitals, Kanteron PACS and Diagnostic Workstations;

Great Ormond Street Hospital (NHS, London, UK):Cardiac PACS

Barts and the London NHS Trust (London, UK): Cardiac departmental PACS for research, due first quarter 2014.

IBM :Global ISV (Independent Software Vendor) partnership including IBM Peru, Ecuador, Uruguay, Venezuela;

Noemalife: Partnership for Digital Pathology Solution

Barts and The London NHS Trust
Pacs Manager / Senior Radiographer
October 2003 - December 2009 (6 years 3 months)

managing the complex problems of the Radiology Information System (RIS) and the Picture Archiving Communication System (PACS), which frequently arise within such a large organisation.

Collaborating with the Information System Manager and supplying companies in modality integration and the implementation of new technologies.

Responsible for the administration and editing of the Radiology department Intranet and Shared Drives. Developed an online system for the visualisation and amendment of the radiographers' rotation.

October 2008 played a major role in the implementation of the Voice Recognition (VR) system for reporting throughout the Trust and responsible for training the Medical staff to use the system.

Policlinico S. Orsola-Malpighi, Bologna
Senior Radiographer
September 2000 - September 2003 (3 years 1 month)

Worked in a department specialising in cardiac, cardio thoracic, day case unit and general surgical wards. A.S.L. S.Orsola-Malpighi is Bologna's largest National Hospital Trust with eight radiology departments. It is one of the largest teaching hospitals in Italy as well as being the tertiary referral centre for Bologna and the surrounding regions. Worked in the 24 hour unit within a strongly focused multi-disciplinary environment using the latest technologies, practicing autonomously when on call and managing patient workloads from a number of specialities. Responsibilities and skills included:

CT Scanning: Proficient in CT scanning for cardiac patients, cardiac surgical patients and for general ward patients.

Fluoroscopy: Fluoroscopy Techniques across all cardio thoracic and general surgical wards and day case radiography procedures.

General x-ray: The full spectrum of General x-ray procedures including portable radiography. Contributed to the implementation of CR and PACS systems, taking an active role in the relations with the IT specialists and the training of staff.

Education

City University
MSc, Health Informatics · (2006 - 2009)

Università degli Studi di Siena
Laurea, Tecniche di radiologia medica, per immagini e radioterapia · (1996 - 1999)

Liceo Scientifico
high school, scientific · (1991 - 1996)

Company Growth Program
· (2012 - 2012)