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# Francesco Grossi



## SUMMARY

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Ambitious professional with experience as licensing consultant for the main Italian Copyright Collecting Society and as legal counsel for leading international companies.

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## PROFESSIONAL EXPERIENCE

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May 2018 - Present SIAE (Società Italiana degli Autori ed Editori) Rome, Italy	<u>Online Dept., Licensing Consultant</u> Drafting and negotiating local and multi-territorial licensing deals for online music and audiovisual services; redaction of legal documents (e.g. formal notices, settlement agreements, etc.); day to day assistance on copyright law and advising of operational teams (Front Office and Back Office); antipiracy activities.
October 2017 - March 2018 Amazon Europe Core S.ar.l. Luxembourg City, Luxembourg	<u>Seller Services Team (International Consumer Legal), Legal Trainee</u> Drafting and negotiating contracts (including business solutions agreements, Amazon business terms and conditions, transportation for merchants agreements, non-disclosure agreements, etc.); providing legal advice to colleagues across the business.
July 2017 - October 2017 E-Lex Law Firm Rome, Italy	<u>Junior Associate</u> Providing legal advice on IP and privacy issues; drafting commercial contracts; dealing directly with clients.
June 2016 - July 2017 Guccio Guccio S.p.A. (KERING) Florence, Italy	<u>Retail &amp; Wholesale, Indirect Purchasing and Retail Operations, Legal Intern</u> Drafting and negotiating contracts (including franchising, commercial, consultancy agreements, etc.); supporting the team internally and internationally on a variety of legal issues, with a focus on consumer law, competition law and privacy law.
February 2016 - May 2016 Italian Competition Authority (AGCM) Rome, Italy	<u>Legal Intern</u> Conducting and reporting legal research; undertaking compliance activities; providing legal support to senior officers for the preparation of cases.
November 2014 - November 2015 Costa Creta Law Firm Bologna, Italy	<u>Legal Trainee</u> Providing legal advice on IP issues (including trademarks, patents, domain names, know-how and copyright); drafting of pleadings; examination and study of case files; case law research and reporting.
August 2014 Intellectual Property Department Hong Kong, HKSAR	<u>Legal Intern</u> Supporting senior offices in preparation of cases, conducting and reporting legal research. This internship offered an insight into the offices of the IPD. I developed a solid understanding of Hong Kong legislation concerning IPRs, and how it relates to European IPR systems.
January 2014 - June 2014 State Court of Justice Bologna, Italy	<u>Commercial Court, Legal Trainee</u> Preparation of case files and supporting the assigned judge during judicial hearings; assistance to the council chamber; direct collaboration with senior colleagues in preparing difficult cases; assisting the judge in writing judicial acts.

# ACADEMIC HISTORY

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July 2022 International Copyright and Policy Summer Course University of Amsterdam	The course has offered an insight into the most crucial current issues of copyright law, examined from a comparative law perspective and in the light of recent international and regional agreements.
November 2021 - December 2021 Negotiation Course SDA Bocconi	The course is intended to identify the opportunities where negotiation is possible; to develop a framework for effectively preparing for the meetings; and to apply the techniques for conducting negotiation in its various stages and for influencing stakeholders within a negotiation or, more generally, a decision-making process.
October 2021 - Present PhD Sapienza Università di Roma	PhD in Artificial Intelligence and Copyright Law.
February 2020 - May 2020 CopyrightX online course Harvard Law School	The twelve-week course explores the current copyright law in US and EU, the impact of that law on art, entertainment, and industry and the ongoing debates concerning how the law should be reformed.
September 2019 Managing Copyright - Hot topics and emerging business models in the individual and collective management of rights ALAI - Association Littéraire et Artistique Internationale	A three-day course on the main topics in copyright management including blockchain-powered copyright, big data, cross-border issues and geoblocking, extended and mandatory collective management and EU directive on collective management.
November 2018 Annual Conference on European Copyright Law The Academy of European Law (ERA)	Update on the ongoing EU initiatives in the field of copyright law.
March 2016 - June 2017 LLM in Competition Law and IPRs Grade: 110/110 LUISS School of Law, Rome	This LLM developed my expertise in competition law and intellectual property rights. Thesis focused on copyright / competition law, entitled "Directive 2014/26/EU and Collecting Societies: A Possible Abuse of Dominant Position of the SIAE".
November 2013 - June 2015 Legal Practice Course University of Bologna	Thesis focused on copyright law, entitled "Directive 2011/77/UE on the Terms of Protection of Copyright and Certain Related Rights".  During this course, I attended a three-month exchange programme at Hong Kong University (Law and Technology Centre, HKU), focused on copyright law in HKSAR.
September 2007 - October 2013 Master's degree Grade: 110/110 Cum Laude University of Bologna	Thesis focused on copyright law, entitled "Music Copyright Law in China". During this course, I attended a summer seminar on copyright law, further deepening my expertise in the area.
November 2014 - January 2015 Introduction to Marketing Wharton University of Pennsylvania	This online course gave me insight into the fundamentals of marketing, in particular on branding strategies, customer-centricity and new market entry.
August 2014 Understanding Current and Future IP Challenges - Summer School Chinese University of Hong Kong / World Trade Institute of the University of Bern	Appealing directly to my interest in IP law, my attendance at this summer school offered an insight into the complex relationship of IP with public health, new technologies, competition policies, and investment. It also focused on other 'hot topics' such as IP enforcement, counterfeiting and piracy, as well as IP protection in the digital environment. Finally, it provided an overview of the latest IP trends in Asia.

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## ADDITIONAL SKILLS

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Languages: Italian native, English fluent (C2), French intermediate (B1)

IT Skills: Well skilled in both MacOS and Windows operating systems. Advanced user of Microsoft Office, including Word, Excel, and PowerPoint.

Publications:

- Rivista "Persona e Mercato" - Anno 2022 n.1  
Italian Supreme Court ruling n. 3952 - 8 February 2022 on the right to be forgotten.
- Rivista "Persona e Mercato" - Anno 2021 n.4  
DABUS Case: UK Court of Appeal on AI and IP rights.
- Rivista "Il diritto di autore" - Anno 2021 n.1  
Note - C-264/19 Constantin Film Verleih GmbH c. YouTube LLC.
- Altalex - Legal Journal  
E-Book "Chinese Copyright Law in China" (2014)

Lectures:

- AI and IP rights  
AI Academy - Sapienza Università di Roma
- AI and patent law - the DABUS case  
JODI - Sapienza Università di Roma

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## OTHER INFORMATION

I love to socialize and meet new people, both in my personal and professional life. During my time at Amazon, I supported the Amazon Connect group organizing professional and social events. In my spare time, I do muay thai and bikram yoga. I am also an avid music fan: I play electric bass, I love going to gigs and have taken a course in music criticism.

I am happy to provide references / further information on request.

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**I hereby consent to the processing of my data in compliance with General Data Protection Regulation (EU) 2016/679, Legislative Decree 196/2003 and any other applicable Privacy Laws.**

Rome, 16/10/2022

Francesco Grossi