

# Romain Vidal



## Contact

### Address:

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### LinkedIn:

[https://www.linkedin.com/in/romain-vidal-180980209?lipi=urn%3Ali%3Apage%3Ad\\_flagship3\\_profile\\_view\\_base\\_contact\\_details%3BZrEa1vGtQ5aRDxWiofWDnA%3D%3D](https://www.linkedin.com/in/romain-vidal-180980209?lipi=urn%3Ali%3Apage%3Ad_flagship3_profile_view_base_contact_details%3BZrEa1vGtQ5aRDxWiofWDnA%3D%3D)

## Languages

French – Native

English – C1 (fluent)

German – C1 (fluent)

## Summary

Strategic, dynamic & passionate professional with 7 years accomplished career record in the field of Intellectual Property. Extensive knowledge of the patent data analytics industry (SaaS) and blockchain for IP solutions industry (BaaS). Business development executive & fine strategist. Excellent communicator with consultative sales approach, strong negotiation skills, outstanding problem-solving abilities. Strong leadership, strive for diversity & inclusion. Very much international...

## Skill highlights

- Strategy
- Leadership
- Business dev.
- Entrepreneur
- C level partnering
- Complex problem solver / analytical thinking
- Innovative/creative
- Sales orientation
- SaaS & BaaS
- Teamwork
- Networking
- Patent law/ IP
- Product development
- Strong decision maker

## Experiences

**Freelancer – Head of business development** – since 04/2021  
**Bernstein GmbH**, Munich

- **BaaS (blockchain-based)** for protecting the innovation lifecycle – BTC protocol, **certifications/timestamping**
- Define business strategy & sales strategy worldwide
- Partnerships, investments, alliances scouting
- Promote Bernstein blockchain solution in IP events
- Define new channels for new customers
- Establish, develop, and maintain positive business and customer relationships
- Maintain and develop the CRM database, provide regular reporting and forecasts

**Freelancer – Legal/Corporates external advisor** – since 04/2021  
**Quant IP**, Munich

- **SaaS in big patent data analytics – ML-based solution** providing **scores for patent valuation**
- Promote Quant IP solution during IP events
- In charge of the patent law firms & IP dept. corporates markets
- Business development, sales strategy, and product development
- Managing sales cycle

## Experiences

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**Founder – Munich Blockchain Stampede** – since 01/2021  
**International Blockchain Stampede (IBS), Munich**

- Co-chair of the Board of IBS
- Head of biz dev, partnerships & alliances
- 2021 Blockchain Stampede Summit
  - 4 tracks, one focused on Blockchain & IP/patents (Cardano, IPwe, IBM, IOTA, etc.)
  - IP community immersed into tech sphere
  - 3000+ attendees, 100+ blockchain experts, 7 hubs worldwide, 4 continents

**Freelancer – patent professional** – since 09/2019  
Romain Vidal IP, Munich

- Technical field: CII (artificial intelligence, machine learning, industry 4.0, digital automation), semiconductor, physics, mechanics, material science
- Prosecution and post-grant proceedings before EPO
- Start-ups (e.g. REVCOO), SMEs, Corporates

**Freelancer – Head of Europe** – 09/2020-03/2021  
**XLPAT / TT Consultants, Munich**

- Biz dev / Sales strategy

**Patent attorney trainee** – 03/2017-07/2019

**Zimmermann & Partner, Munich**

**Patent attorney trainee** – 10/2014-07/2016

**Laurent & Charras, Lyon**

## Education

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Leadership communication – 2021, **INSEAD** (online)

Leadership executive program – 2021, **IMD** (open program online)

EQE – 2019, **EPO** (Partly qualified – Paper A failed)

Patent law – 2016, **CEIPI** Strasbourg

Dipl. Eng. **Materials science** – 2014, **CPE Lyon**

## Conferences & events

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Regular speaker in IP & blockchain – **KPMG / NIPO**

Co-organizer of 2021 Blockchain Stampede Summit

Advisor in IP & blockchain/AI – **La French Tech Munich**

Permanent lecturer in IP/patents digital transformation – **CPE Lyon, ITECH Lyon**, guest coach, **ECAM LYON**

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## Interests

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Sport (football, tennis, NBA, skiing, jogging, swimming)

AI, Blockchain, data analytics

Start-ups

Leadership development