

## Cover Letter

**Ref:** GCIP Moldova

**Job title:** International Consultant, Technical/ Business consultant

**Project Title:** Clean technology innovation programme for SMEs and start-ups in the Republic of Moldova (GCIP Moldova) (GEF ID: 10457).

Valencia, 17<sup>th</sup> May 2022

Dear Sirs,

In response to the Expression of Interest launched by the Energy Efficiency Agency of Moldova for the selection of “**International Consultant. Technical/ Business consultant**” under the Global Cleantech Innovation Programme (GCIP) Moldova, I hereby express my interest as candidate to apply for the mentioned position.

After more than **17 years of relevant advanced professional qualification** the field of business support and growth with senior-level experience at international level in corporate open innovation and startup/scaleup acceleration, I see myself in full capacity to develop the corresponding tasks as established in the Terms of Reference for the delivery of outputs 1.1.3, 1.2.1 and 3.1.1.

My background includes direct expertise in the **design and implementation of** both public (Chambers of Commerce, European Commission, Regional Governments and Ministries) and private **programs and services** at European and International level **to support companies** and, in particular, SMEs and startups to improve their business growth, commercialization and innovation capacities, as well as their investment and technology readiness.

Founder of LocalEurope Consulting in 2005 (referent European funds consultancy in Spain) and of Tufinanzacion.com in 2008 (fintech company that supports companies accessing European/Next Generation and Public aids), **in 2017 I founded the major Business Accelerator in Spain** “Innsomnia Accelerator” and “The Talent Route” (international network of independent Fintech and Insurtech Accelerators and Venture Builders).

As co-founder and CEO of Innsomnia, I have run **open innovation programs** in different fields (fintech, insurtech, health, agro, industry 4.0, logistics and ports, green and cleantech, etc.) and verticals (AI, Big Data, Blockchain, Cloud, etc.) **for recognized entities** (like Bankia, CaixaBank, Equifax, Ports of Spain, Santa Lucía, CESCE, GSK, Michelin...) and have **accelerated and mentored more than 70 startups and scaleups** worldwide providing them with acceleration services based on: co-creation, PoC definition, MVP development, Digital Immersion Program, legal advice, IT services, access to finance, matchmaking and brokerage events, market readiness, testing facilities, marketing and internationalization strategies or EU project participation, among others.

As it can be seen in my **CV attached**, I fulfill all the education, technical and functional requirements established in the ToR, I am fluent in English and French both spoken and written and I am fully aligned with the mentioned core values and key competences.

Yours sincerely,

Francisco Estevan Vítóres  
CEO Innsomnia Accelerator

