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The entrepreneurial journey as a researcher

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About the speaker: Cristina Sáenz de Pipaón is a physicist, entrepreneur and innovation professional specialised in deeptech venture creation and technology transfer. She is co-founder and Business Developer at Orchestra Scientific, a startup developing advanced CO₂ capture technologies. Throughout her career, she has worked across the three key dimensions of innovation ecosystems: research, industry and investment, leading open innovation and acceleration initiatives, raising funding for her own ventures and supporting other scientific projects in their path to market. She also collaborates with universities and technology parks through mentoring, training and entrepreneurship programs.

Abstract: Scientific research can generate extraordinary discoveries, but transforming them into real-world impact is often a complex journey. This seminar offers a practical and honest perspective on the path from academia to deeptech innovation, exploring what happens when research leaves the lab and meets industry, customers and investors. Drawing from real experiences in technology transfer, open innovation and startup creation through Orchestra Scientific, the talk will discuss different pathways for transferring knowledge — from services and licensing to spin-offs and industrial collaborations — together with the challenges of validation, funding, market fit and first customers. A seminar about the realities, opportunities and hidden dynamics behind scientific entrepreneurship.