

1. **Nationality:** ITALIAN
 2. **Education:**

| Institution : Date from- Date to | Degree(s) or Diploma(s) obtained: |
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| UNITAR-UN Institute For Training And Research & DESA -Dpt.. of Economic and Social Affairs January-April 2020 | Certificate in "Strengthening stakeholders engagement for the implementation and review of 2030 Agenda" (e-course) |
| ESDC-European Security and Defence College November 2019 | "Cross-Cultural Competence in CSDP Missions and Operations" (e-course) |
| ENTRI - Europe's New Training Initiative for Civilian Crisis Management October 2019 | "Intercultural Competence in Civilian Crisis Management" (e-course) |
| UN WOMEN TRAINING CENTRE April 2019 | "Gender equality in sustainable project management" (e-course) |
| EDX - HARVARD BUSINESS SCHOOL January-February 2019 | "Entrepreneurship in emerging economies" (e-course) |
| UNIDO October-November 2018 | "Diagnostics for Industrial Value Chain" (e-course) |
| GIZ- AIZ Academy for International Cooperation (Germany) 18-20 June 2018 25-29 June 2018 | Certificate in "Policy Development Course" Certificate in "Safety and Security Training Course" (HEAT Course) |
| Rochester Institute of Technology (USA) August-October 2017 | "Certification in International Project Management" (e-course) |
| University of Adelaide (Australia) January-March 2017 | "Introduction to Project Management" (e-course) |
| OSCE/ODIHR Warsaw (Poland) October – December 2016 | Certificate in "Comprehensive E-learning Course for OSCE/ODIHR Observers" |
| Università Bocconi (Italy) and University of London (UK) November 2001- June 2002 | Post-graduate Course in "On Line Education and Training" |
| European College, Parma (Italy) September-October 1995 | Post-graduate Course in "EU law, politics and economics" |
| University of Turin (Italy) - European Studies Institute April-June 1995 | Post-graduate Diploma in "International Trade Law" |
| Università Cattolica (Milan - Italy) November 1988- April 1993 | Bachelor's Degree in Political Sciences - International Studies |

3. Language skills: (1 - excellent; 5 - basic)

| Language | Reading | Speaking | Writing |
|----------|---------------|----------|---------|
| ITALIAN | MOTHER TONGUE | | |
| ENGLISH | 2 | 2 | 2 |
| SPANISH | 1 | 1 | 1 |
| FRENCH | 3 | 3 | 3 |

4. Membership of professional bodies:

Roster of Trainers assisting ITA –Italian Trade Agency – (former ICE)

5. Other skills:

Personal: flexibility, cross-cutting approach, networking

Relationship: partner/stakeholder trust building (empathy), coordination and negotiation capability in multi-stakeholder and cross-sector contexts

Organisational: team working, decision-making, problem-solving, capacity to create mutual consensus, ability to work well under pressure

Good knowledge of Microsoft Office programs; First Aid

6. Present position: Educational Coordinator, Adjunct University Professor and Lecturer, Private Sector Development & Capacity Building Expert, Freelance Consultant and Trainer

7. Years within the firm: 25 years of professional experience

8. Key qualifications:

- *Private Sector Development:* at firm level, technical advice; at institutional level, technical assistance in market intelligence and investment/entrepreneurial climate analysis
- *Public-Private Dialogue:* advocate private sector role, engaging and partnership public and private stakeholders
- *Entrepreneurship Ecosystem Development (especially with Academia):* design university incubators/innovation hub/entrepreneurship lab; analysis and upgrading of Business Support Services
- *Institutional Capacity Development:* local stakeholders capacities building, facilitating organizational development, Educational Tours, workshops
- *Internationalisation of SMEs:* international trade development advice; tailored training courses aimed to upgrade managerial, technical and export skills; trade missions
- *Skills Development:* gap skills assessment and training courses design & implementation

9. Specific experience in the country or specific mission:

| Country | Date from - Date to |
|---|--|
| TANZANIA (Mbeya) Feed the Future NAFKA II Program (USAID funded) | 10 th May- 10 th June 2019 |
| IRAQ (Baghdad) GIZ “Private Sector Development and Employment Promotion/ Economic” Project | April-September 2018 |
| IRAN (Tehran) B2B mission Clients: API member companies Contractor: ICE-Italian Trade Agency | 15 th -18 th October 2016 |
| UAE (Dubai) B2B mission Clients: API member companies Contractor: ICE-Italian Trade Agency | May 2006 |
| BALTIC STATES B2B missions Clients: Milan Chamber of Commerce companies Contractor: foreign Chambers of Commerce | 1996-1997-1998-1999-2000 |

10. Professional experience:

| Date | Location | Company | Position | Description |
|----------------------------|-------------------------------------|---|---|--|
| Since September 2020 | Milan | Vocational School – Health and Social sector- Private Education Institution | Economy and Law Teacher | <ul style="list-style-type: none"> Design and delivery of training courses; design of cross cutting topics |
| Since July 2020 | Home based | SMEs | Trainer and Freelance Consultant Business Development Consultant | <ul style="list-style-type: none"> SMEs advisory services for export promotion, international marketing, management Training courses design and delivery access to local, regional, national and EU entrepreneurship finance tools: analysis, evaluation and assessment |
| Since June 2020 | Milan | Università Cattolica (Milan) Master in Economics and Management of International Trade - XI° Edition <i>Reference: Mrs Federica Poli – Master Director federica.poli@unica.it</i> | Educational Coordinator Stage Tutor | <ul style="list-style-type: none"> design and coordinating online and face-to-face programme (in compliance with COVID 19 national and regional law provisions), web page and leaflet update, social media analysis, preparation of educational documentation (video presentations, lecture formats, exams, etc) internships organisation: creation/management of SMEs database; students and SMEs needs assessment; internships organisation/planning design, coordination and management of webinars along Master period periodic reporting to Master Director |
| Since May 2020 | Home based | Centro Studi Strategici e Giuridici Internazionali (Think Thank) Rimini (IT) <i>Reference: Mr Francesco Ventura, Founder ventura.ventures@gmail.com</i> | Business Development Consultant | <ul style="list-style-type: none"> search, analysis & evaluation of bid,calls, request for proposal, terms of reference, EoI by multilateral institutions, UN agencies and UE institutions drafting check list /questionnaire to be submitted to SMEs, institutional stakeholders (foundations, NGO) whose activities were struck by COVID 19 in order to assess the constraints and highlight any key success factor |
| October 2019 - March 2020 | Home based | Legal firm & Academy Milan (IT) <i>Reference: Mr Marco Padovan, Legal firm owner m.padovan@studiopadovan.it</i> | Business Development Consultant Trainer | <ul style="list-style-type: none"> search, analysis & evaluation of bid,calls, request for proposal, terms of reference, EoI by multilateral institutions, UE, for legal services procurement Trainer in Cross-Cultural Communication, Business Negotiations |
| September 2019 - June 2020 | San Giuliano Mil.se (Milan) - Italy | Fondazione Luigi Clerici | English Teacher – TVET Courses | <ul style="list-style-type: none"> gap skills assessment teaching methods development and implementation upon students needs and abilities |
| Since July 2019 | Home based | Global Mindset Development GMD Malta <i>Reference: Mrs Viviana Premazzi, GMD Malta owner viviana@gmdmalta.com</i> | Trainer and Freelance Consultant | <ul style="list-style-type: none"> Trainer in Intercultural Competences, Business Negotiations, Soft Skills and Agenda 2030 Consultant in SMEs Internationalization, Capacity Building, Private Sector Development & Engagement and Value Chain Analysis |

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|------------------------------|---|--|--|--|
| April - June 2019 | Home based and Mbeya (Tanzania) | ACDI/VOCA (US) Feed the Future NAFKA II Program Farmer-to-Farmer Cross Border Trade (USAID founded) <i>Reference: Mr Jim Flock Chief of Party jflock@nafaka-tz.org</i> | Cross border Trade pro bono Consultant USAID NAFKA II Project Partner: TCCIA Mbeya - Tanzania Chamber of Commerce, Industry and Agriculture | <ul style="list-style-type: none"> maize/rice value chain literature review cross-border export-oriented supply chain constraints analysis and government policy recommendations to facilitate export in EAC/SADC countries public-private stakeholders mapping assessment and participation to meetings to create an enabling business environment to facilitate cross-border trade and the set up of "One stop center" access to finance mapping & gap diagnostic study desk search <p><i>Key achievements:</i> - strategic implementation plan drafting</p> |
| October 2018 - February 2019 | Home based | E.G.A.Management & Financial Solutions PLC Addis Ababa (Ethiopia) | Business Development Consultant - SMEs Expert | <ul style="list-style-type: none"> analysis of Ethiopian Private Sector environment, in particular SMEs, focus to assess SMEs constraints to business development (access to finance, etc.) conduct desk search to identify new business opportunities (terms of references, bid, expression of interests, etc.) |
| April – September 2018 | home based and Baghdad (Iraq) | GIZ Germany "Private Sector Development and Employment Promotion/ Economic" Project <i>Reference: Mr Marcel Venhofen Project Director marcel.venhofen@giz.de</i> | International Advisor - Private Sector Development - | <ul style="list-style-type: none"> technical advice to Iraqi business associations to set up Business Development Services to increase competitiveness and innovation business association organizational capacity building technical advice enhance public & private dialogue to implement projects which could support youth and women entrepreneurship business environment assessment and recommendation submission to strengthen a conducive ecosystem also able to attract foreign investments <p><i>Key achievements:</i> - public & private dialogue launch to boost job opportunities - public& private stakeholders assessment - private sector investment and export legal framework analysis</p> |
| May 2005 - April 2018 | Milan (Italy) Short assignments: UAE, Iran (see above) | Association of Small and Medium Size Enterprises - A.P.I.-(Business Association) <i>Reference: Mr Alberto Conte Deputy Director info@apmi.it</i> | Head of Internationalization Department | <ul style="list-style-type: none"> technical assistance to support SMEs approach to global markets: internationalization check up assessment, country analysis, economic constraints, etc. develop, implement and monitor Business Development Services (BDS) to increase private sector international competitiveness design & implement training courses to upgrade SMEs' managerial, technical and export skills design/management of programs to boost private sector international competitiveness, in partnership and networking with public & private strategic stakeholders (technological parks, universities, banks,etc.) <p><i>Key achievements:</i> - technical partner in PolimiparaRocinha "Slum upgrading project", led by Politecnico of Milan, aimed to promote private sector engagement</p> |
| October 2001 - April 2005 | Milan (Italy) | | SMEs Internationalization Freelance Consultant | <ul style="list-style-type: none"> SMEs international trade development technical assistance strategic consulting in international trade finance instruments analysis |
| November 1995 - October 2001 | Milan (Italy) Short-assignments: Baltic States (see above) | Milan Chamber of Commerce Special Agency for International Activities-PROMOS - | Area Manager for Eastern Europe and former CIS countries | <ul style="list-style-type: none"> technical assistance in international trade development design and implementation of projects aimed to support Eastern Europe and CSI local Chambers of Commerce to enhance Industrial Cluster based over Italian model (especially wood and textile value chain) <p><i>Key achievements:</i> - foreign Chambers of Commerce MOUs</p> |

11.Others information

| Professional Academia experience | Date |
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| LUM School of Management – Master in International Business in China Cross-cultural Management Course | March-May 2021 |
| Università Cattolica (Milan)- Master in Corporate Advisory and Intercultural Resources <i>Short Lecturer</i> Iraq: the challenges of an international project (private sector development focused) in a multicultural setting Case Study: “How to empower a multicultural team?” | 24 th February – 3 rd March 2021 |
| Università Cattolica (Milan)- Master in Economics and Management of International Trade - XI Edition -AY 2020/2021 <i>Adjunct Professor in International Business Negotiations</i> | February -April 2021 |
| Università di Modena e Reggio Emilia - international Management Master's Degree Course - A.Y. 2020/2021 <i>Short Lecturer</i> “The international management context: understanding the importance of cross cultural communication and business negotiations leverage” | 17 th and 19 th November 2020 |
| Università di Torino -Post Conflict & Peacebuilding Workshop - A.Y. 2020/2021 <i>Lecturer:” Iraq: international cooperation project challenges in a post conflict multicultural society“</i> | 22 nd October 2020 |
| Università Cattolica (Milan)- Master in Economics and Management of International Trade - XI° Edition- 2019/2020 Webinar “Africa Continental Free Trade Area”: the opportunities for Italian enterprises” <i>Event planning, design, keynote speaker</i> | 7 th September 2020 |
| IULM - Istituto Universitario Lingue Moderne (Milan)- Master in International Marketing & Sales - Short Lecturer in “Cross Cultural laboratories: EMEA & RUSSIA“ | 25 th and 28 th May 2020 |
| Università Cattolica (Milan)- Master in Economics and Management of International Trade - X° Edition- AY 2019/2020 <i>Adjunct Professor in International Business Negotiations</i> | February -April 2020 |
| SIETAR EUROPA webinar “Internazionalit on: why do we need a Global Mindset? Lessons learned from Malta and Iraq” https://www.youtube.com/watch?v=indCJ1ggpvU&t=46s | 23 March 2020 |
| CoESPU- Center of Excellence for Stability Police Units (CoESPU),Vicenza (Italy) Participation to 1st “International Conference on Strategic Advising in Police Capacity Building and Development - Lessons Learned and Best Practices” - <i>Certificate</i> | 5 th -7 th November 2019 |
| Università di Torino - Post Conflict & Peacebuilding Workshop <i>Lecturer:” Iraq: the challenges of economic development international project in a post conflict multicultural society“</i> | 31 st October 2019 |
| Università Cattolica (Milan)- Master in International Marketing (Prof. Edoardo Staiti) <i>Short Lecturer: “How to tackle global trade challenges: SMEs experience and lessons learned“</i> | June 2016, January 2017 |
| Università Guglielmo Marconi <i>Content Editing for “International Economics Course”</i> | Academic Year 2004-2005 |
| ICCROM- International Centre for the Study of the Preservation and Restoration of Cultural Property <i>Online Tutor in “Cultural heritage conservation materials Course”</i> | March-June 2003 |

San Giuliano Mil.se (MI), 1st March 2021