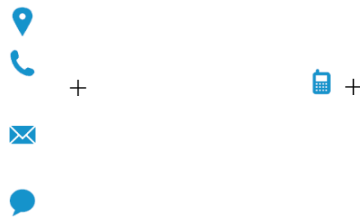


PERSONAL INFORMATION



Leonardo Manzari



SHORT DESCRIPTION

JOB APPLIED FOR
POSITION
PREFERRED JOB
STUDIES APPLIED FOR
PERSONAL STATEMENT

Expert of "ReBUILD" Project

MAIN SKILLS

27 years experience (1994-2021), in Industrial Co-operation, Internationalization for SMEs, Export Management, Business Training, Business Modelling&Planning, International Relations and Geopolitical Dialogue, Budgeting Controlling and Reporting, SME Development Policies, Supply Chain and Industrial Clusters Dynamics, Blue Economy & Blue Growth, Circular Economy, Promotion of the Territory (urban and rural areas, metropolitan cities), FDI Attraction Policy, Entrepreneurship and Assistance to Start-Ups, Business Development, Sectoral Policies, to write, prepare, implement and manage projects and activities in Farm Mechanization, Geo-politics and Sustainable Development, Technical Assistance and Capacity Building, Evaluation, Demographic Increase and Impact on the Ecosystem, Immigration&Integration/Inclusive Policies, Disability& Integration/Inclusive Policies, Secondary School-Work Integration, Tourism and Cultural Heritage.

CURRENT WORK POSITION
SINCE 2009 TO PRESENT
SINCE 2013 TO PRESENT

Owner and Managing Director of consulting firm **New Ideas sas**;
Founder and Operative Director of **European Institute for EurAsian Dialogue (E.I.E.A.D.)**.

Since Feb 2018, partner and member of board of **Italian Blue Growth srl**, La Spezia.

May 1994-December 2013 Certified Chartered Accountant nr. 1070-
Province of Bari

Since January 2014, Special Register for Chartered Accountant in the
Province of Bari, with nr. 481.

Curriculum vitae

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
ISPI Milano (2009)	Election Observation
Berlitz School Munchen (1995)	German language intensive course
Alliance Francaise Bari (1995)	Diploma D.E.L.F. (Diplome d'étude de la langue francaise).
IFOA Reggio Emilia (Nov 1993-June 1994)	Euroform Program – Post Graduate Resident Area Managers with 1100 hours (460 hours theoretic lessons, 640 hours stage)
University of Bari , Faculty of Economics and Trade (Nov 1986 – Apr 1993)	Full University Degree in Economics and Trade, 110/110 with lode
State Secondary School for Commerce "Domenico Romanazzi" – Bari (Sept 1981 - July 1986)	Diploma as Accountant and Computer Programmer.

FOREIGN LANGUAGES

Mother language

Italian

Other languages

Language	Understanding		Speaking		Writing
	Listening	Reading	Interaction	Production	
English	very good	very good	very good	very good	very good
German	very good	very good	very good	very good	good
Berlitz School German language intensive course					
French	very good	very good	very good	very good	very good
D.E.L.F. (Diplome d'étude de la langue francaise)					

COMMUNICATION SKILLS

Leonardo holds a post-graduate specialization in Export Management and a University degree in Economics & Trade.

Excellent oral and written communication skills, having mostly worked in a multi-cultural environment, authored articles and studies, been invited as a speaker at national and international conferences, holding training modules as a testimonial, tutor, expert in different high level specialization courses and masters.

The daily use of Italian (mother language), English, French and German language, just like the coordination of content for website and social media content of EIEAD and New Ideas consulting firm, enlarge the spectrum and target of communication activities.

Curriculum vitae

ORGANISATIONAL / MANAGERIAL SKILLS

Strong organisational and managerial skills acquired through a long experience as Export Manager and CEO of industrial companies, then Managing Director of own consulting company and of the think tank EIEAD. All these activities require capacity to involve, organize and implement initiatives, projects, events, work-plans, with relevant follow-ups.

JOB-RELATED SKILLS

Since 2014 active in **Blue Economy and Blue Growth initiatives**, with particular focus on maritime technologies, through its co-operation with Consorzio Tecnomar, La Spezia EPS (today Blue Hub), Ligurian District of Maritime Technologies (cluster DLTM), and co-organization of **SEAFUTURE**. From 2018 on, through **EIEAD**, founder and shareholder of the **newco Italian Blue Growth SRL (IBG)** for the promotion of Blue Economy and Blue Growth, through dedicated events and business conventions.

From March 2021 on, certified as **BlueInvest Coach** for **Investment Readiness Technical Assistance Package** in favour of SMEs, start-ups, early stage businesses and scale-ups in the **Blue Economy (Aquaculture in particular)**. **BlueInvest** is the EU-funded platform from **DG MARE** and **CINEA** supporting access to finance for new sustainable initiatives in the field of the **Blue Growth**.

From October 2020 to December 2021, **Blue Economy Key Expert** (in a team of four) of the **WWF Mediterranean** project “**Mediterranean Marine Initiative (MMI) actions plan to improve protection and environmental conservation of the Mediterranean area**” - *Towards a sustainable and inclusive blue economy for the Mediterranean region*, providing technical assistance to define WWF’s Sustainable Blue Economy Vision for the Mediterranean region, producing policy and governance recommendations to support SBE implementation and sustainable investments in the marine economy, also through stakeholder engagement processes. **In this phase, it is required the implementation of pilot assessment and evaluation of case-studies, start-ups and investment opportunities to be classified according to the new WWF SBE labelling system.**

From January 2020 to March 2021, as **Blue Economy Key Expert within the EASME** project **Blue Economy development framework – Lot 1 and Lot 2 – EC Directorate MARE (DG MARE)**, for the analysis and evaluation of sustainability about specific investment cases. **Outcome of the analysis and evaluation is the assessment their sustainability/unsustainability from the environmental, social, economic and financial point of view, describing the main reasons for it and, possibly, suggesting alternative/improvement opportunities.**

From March till December 2020, as **Key Expert** (in a team of four) of the **Union for Mediterranean (UfM)** within the project “**Circular Economy for Food**”, giving technical assistance to a group of research institutes interested to implement a project on **Circular Economy in Food Supply Chains (green and blue ones) towards Sustainability in Mediterranean Coastal Cities**. **Evaluation of circularity and bio-economy consistence among a wider choice of case-studies, supply chains and project proposals has been core activity of the Technical Assistance team.**

Curriculum vitae

From Jan 2019 on, **National Hub for Italy** within the **WestMed Assistance Mechanism of EU Commission – DG Mare**, for the promotion of a sustainable common Blue Growth in the Mediterranean Basin (and in particular within the 5+5 Dialogue countries), and the partnership among stakeholders of the involved countries for the submission of projects to be financed by EU funding programmes. **Among the Technical Assistance activities, the assessment and evaluation of concept notes and investment projects aimed, subject of new partnerships and project proposals under EU and non-EU funded calls.** Partner within the **Italian MFA** capacity building initiatives in favour of **IORA countries**.

In 2013 he has established the **European Institute for EurAsian Dialogue (EIEAD, www.eiead.org)**, as a tool to promote and implement co-operation projects and partnerships with Western Balkans, Middle Eastern, EurAsian and Central Asian regions. **Various initiatives have been undertaken: Day of International Relations Italy-Turkey; Forum Eurasian Ambassadors 2013, 2016; SEAFUTURE 2014, 2016, 2018; RAILMED Workshop 2014; FDI Eurasian Challenge 2017-2018; FORUM 2018 on Promotion of Industrial Systems with Italy, Germany, Russia, Japan, India, Turkey. Partners**, among others: ICBSS Greece, MARMARA Foundation Turkey, IBSU Georgia, IUST Tehran, etc.

In 2015, together with a partner web-company, he has launched the SmartStudy project, an e-learning platform, focused on Internationalization, Export Management, Business Management, Web Marketing, and dedicated to all forms of aggregation of SMEs, professional bodies, secondary schools and institutes for vocational training.

In 2012, together with other 6 partners, creation of AFAO, an Association among Families of Heavy Disabled Persons affected by Neurological Diseases in Puglia Region. Today (Jan 2022) AFAO counts 160 families associated.

In the 90's, mostly involved in **Farm Mechanization projects**, within PHARE, ACP-ECIP and other EU funded projects, and on various scenarios:

1997 - ECIP Brasil, Argentina, Chile. Macro-economic analysis.

1996 PHARE INSTITUTION BUILDING PROGRAMME – Re-orientation of the activity and training at Albanian Institute for Mechanical Engineering. Partner search. “Project Coordinator and Economic Analyst”, evaluation of industrial co-operation project proposals.

1995 ECIP – Market analysis and partners’ search for Italian manufacturers of Farm Machinery in South Africa, as “Economist”, evaluation of industrial co-operation project proposals.

1994-1995 PHARE-JOPP – Industrial co-operation in Hungary, Czech Rep., Slovak Rep. as “Assistant to the Project Coordinator”, evaluation of industrial co-operation project proposals.

1995-1997 EU Structural Funds - Obiettivo 2 –“Project Coordinator”.

In 2002, awarded with the Abracalabria prize, for the project “Multiservizi Multiculturale”, focused on immigrants’ entrepreneurship and solidarity co-operatives.

Curriculum vitae

DIGITAL COMPETENCE

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
PROFICIENT USER	INDEPENDENT USER	PROFICIENT USER	INDEPENDENT USER	INDEPENDENT USER

Levels: Basic user - Independent user - Proficient user
[Digital competences - Self-assessment grid](#)

-Office automation: word processor, electronic sheet, data-base, MS Powerpoint, Project, MS Access;

-Web: website, LinkedIN, Twitter, Facebook corporate accounts;

-ERP and Business management systems: NAVISION, AS400.

DRIVING LICENCE

B

Professional experience

January 2013-current	Bari	European Institute for EurAsian Dialogue (E.I.E.A.D.)	Founder and Operative Director	<p>Establishment of the institute for international relations, whose main fields of activity are economic/industrial co-operation, through sectorial projects/events, geopolitical roundtables and debates, cultural venues.</p> <p>Main projects implemented: Day of International Relations Italy-Turkey; Forum Eurasian Ambassadors 2013, 2016; SEAFUTURE Defence Refitting 2014, 2016, 2018; Italy-Iran RAILMED Workshop 2014; FDI Eurasian Challenge 2017-2018; FORUM 2018 on Promotion of Industrial Systems</p> <p>Since March 2018, EIEAD is shareholder in the newco IBG srl, for the organization of SEAFUTURE and other events in the field of the Blue Economy.</p>
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Curriculum vitae

<p>May2009 - current</p>	<p>Bari (Italy)</p>	<p>New Ideas di Manzari L & c sas</p>	<p>Managing Director and majority associate</p>	<p>New Ideas is a management consulting & business development company, focused on Internationalization, Export Management, EU Consulting, M&A, FDI attraction, road-shows, match-making, investor search, assistance in the due diligence, business planning, negotiation, take-over phase, Budgeting, Controlling and Reporting. Particularly focused on support and assistance to clusters, industrial districts, consortia, associations of entrepreneurs, regional governments, local institutions for the economic promotion of the territory, single companies (large and MSMEs).</p> <p>Main sectors served: Naval and Maritime Technologies, Blue Economy, Railway Machinery and Track Technology, Green and Circular Economy, Intermodal Logistics and Shipping, Renewable Energies, Farm Mechanization, Agricultural and Gardening Machines and Equipment, Industrial Weighing and Measurement, Facility Management, Lifting Equipment, Municipal and Industrial Vehicles, Agro-food, Services for Tourism based on Cultural Heritage (in this sector New Ideas owns the brand <i>The Value of Apulia</i>), Transport Infrastructures, Consulting, Vocational Training; Tanning and Furniture.</p> <p>Main references: Italian Blue Growth srl, WestMed Technical Assistance Mechanism of the European Commission (DG MARE), Union for the Mediterranean (UfM), Stratégies Mer et Littoral, Rima Ferroviaria srl, Avantgarde srl, Pro.Energy srl, SEGESAM srl, Gruber Logistics SpA, TESMEC Service Srl, MerMec Spa-MERMEC Group, DAXI S.A., New Rail Engineering srl, Marienda Ltd., CMC Aerial Platform – CMC Group,</p>
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Curriculum vitae

				Pollicelli srl, Alpitour World, Piping Technique srl, De Vivo Medical srl, Catapano srl.
Mar 2021 - current	European Union	BlueInvest – DG MARE and CINEA through PwC Luxembourg (Qian Zhang, qian.zhang@pwc.com)	BlueInvest Coach	<p>Implementing Investment Readiness Technical Assistance Packages in favour of SMEs, start-ups, early stage businesses and scale-ups in the Blue Economy. The two cases assisted refer both to Blue Biotechnology, Aquaculture innovation cases, with different TRL levels, towards Market and Investment readiness:</p> <p>-ASTEASY-ASTAOMEGA (www.solelab.org);</p> <p>-RELICTA SRL (www.relictabioplastics.com).</p> <p>Assistance Packages provided:</p> <p>-Market readiness, product & innovation</p> <p>-Marketing & growth strategy;</p> <p>-Access to finance;</p> <p>-Improving investment readiness and reaching bankability</p> <p>-Pitch doctor.</p>

Curriculum vitae

<p>Oct 2020 - Dec 2021</p>	<p>Mediterranean Region</p>	<p>WWF Mediterranean (Mauro Randone, mrandone@wwfmedpo.org)</p>	<p>Blue Economy Key Expert</p>	<p>“Mediterranean Marine Initiative (MMI) actions plan to improve protection and environmental conservation of the Mediterranean area” - <i>Towards a sustainable and inclusive blue economy for the Mediterranean region</i></p> <p>Overall objective: The main goal of this assignment is to support WWF in:</p> <ol style="list-style-type: none"> 1. Defining WWF’s Sustainable Blue Economy Vision for the Mediterranean region 2. Producing policy and governance recommendations to support SBE implementation and sustainable investments in the marine economy. 3. Successfully carrying out 3 stakeholder engagement processes, on the base of dedicated pilot assessment and evaluation of case-studies, start-ups and investment opportunities to be classified according to the new WWF SBE labelling system.
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Curriculum vitae

<p>Mar – Dec 2020</p>	<p>Mediterranean Region</p>	<p>Union for the Mediterranean (Arnault Graves, arnault.graves@ufmsecretariat.org)</p>	<p>Blue Economy Key Expert</p>	<p>Circular Economy for Food Project - 05 – PRO257ECA-2019</p> <p>Overall objective: To ensure a high quality technical narrative and structure of the proposal, in order to maximize the financial opportunities aimed at supporting green - circular economy applied to the food sector in the pre-identified coastal cities of the participating UfM Member countries of this initiative.</p> <p>Task: Upon request of the management authority and in close coordination with the promoters of the countries involved (Italy, France and Tunisia), the contractor has:</p> <p>-Evaluated the circularity and bio-economy consistence among a wider choice of case-studies, supply chains and project proposals;</p> <p>a) Supported with the full elaboration of the project proposal in terms of activities, budget, duration, etc., so as to make it ready for submission to potential interested donors – project development support;</p> <p>b) Enlarged the partnership to new beneficiaries and partners, interested to implement the foreseen activities on their own territories, with relevant sustainable social and economic impacts;</p> <p>c) Drafted the budget of the project proposal;</p> <p>d) Supported the organization of the activities' implementation, according to the requirement expressed by the territories.</p>
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Curriculum vitae

<p>Jan 2020–Mar 2021</p>	<p>Far East, Western Africa, Scandinavia</p>	<p>EASME through HCL Consultants Ltd - Cyprus (Nick Craze, Technical Director: nick.craze@hcl-consultants.com)</p>	<p>Blue Economy Expert</p>	<p>Blue Economy development framework – Lot 1 and Lot 2 – EC Directorate MARE (DG MARE)</p> <p>Overall objective: The specific objective of this contract is to collect information, data and detailed reports on specific investment cases, to be analyzed and evaluated. Outcome of the analysis and evaluation is the assessment of their sustainability/unsustainability from the environmental, social, economic and financial point of view, describing the main reasons for it and, possibly, suggesting alternative/improvement opportunities.</p> <p>Case studies: Batch 1) Mangrove shrimp depletion (Vietnam); Dry bulk ships purchase orders (China, South Korea, Japan); Koh Tachai closes due to tourists’ destruction (Thailand); Fishmeal plants (Senegal).</p> <p>Batch 2) Japanese scorecard in fossil fuels subsidies (Japan); EU port investment ineffective & unsustainable (EU); Port of Melbourne, (Australia); Port of Ho Chi Minh (Vietnam); Waste Management in Ports: improved delivery of cruise shipping generated waste to port facilities – Port of Helsinki (Finland); Port electrification and its usage by the cruise industry – Port of Bergen (Norway).</p>
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Curriculum vitae

<p>January 2019-current</p>	<p>Algeria, France, Italy, Libya, Malta, Mauritania, Morocco, Portugal, Spain, Tunisia.</p>	<p>EASME / DGMARE through Ecorys (Javier.Fernandez@ecorys.com)</p>	<p>Expert on Blue Economy and Blue Growth / National Hub for Italy</p>	<p>Assistance Mechanism for the western Mediterranean Sea basin - EASME/EMFF/2017/039 – 1.4 Million Euros(EU-funded project in Enlargement or Eastern Partnership countries)</p> <p>Description: The main objective is to provide capacity building “to public and private organisations and their members, research institutions and universities, institutional and private investors, as well as promoters and other stakeholders wishing to be involved in the development of the strategic initiatives in the western Mediterranean sub-sea basin”.</p> <p>Task: National Hub for Italy to provide Technical Assistance to Italian institutions and stakeholders of the Blue Economy:</p> <ul style="list-style-type: none"> - increasing awareness of the Westmed Blue Growth agenda (Framework for Action); - fostering partnerships with other stakeholders from Westmed countries, assessing and evaluating concept notes and investment projects aimed, subject of new partnerships and project proposals under EU and non-EU funded calls. Promoting and assisting Italian and Tunisian Maritime Clusters BIG and CMT towards a strategic partnership; - supporting Italian Westmed Coordinator (Office of the Prime Minister and Italian MFA) in promoting Westmed Initiative towards Italian institutions and maritime competent organizations; in connection with Italian
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Curriculum vitae

				<p>BE/BG stakeholders; in its activity within the Westmed Steering Committee.</p> <ul style="list-style-type: none"> - supporting Italian Westmed Coordinator (Office of the Prime Minister and Italian MFA) in its task as Co-President of Westmed Initiative (2020-2021), and increasing networking activities with other co-President's country (Morocco in 2020, Libya in 2021); -establishing the Italian working group for Sustainable Transport and LNG Bunkering, joined by over 40 national stakeholders; -promoting and coordinating the Westmed Technical Group on Sustainable Transport & Green Shipping, composed by the national competent institutions of the 5+5 Dialogue countries. -promoting and coordinating the Westmed working group Maritime Clusters Alliance, for the common development of BE/BG ecosystems in the Mediterranean Basin, through a joint action among northern and southern shore maritime clusters.
1994-current	Reggio Emilia, La Spezia, Bari, Potenza, Rome	IFOA, IFOC, CIOFS, ELFDAIP, AICAI, UNILINK, Scuola Nazionale Trasporti e Logistica, ASTARTE srl, ITS Logistica Puglia, CIHEAM	Consultant and Teacher	Teaching activities, modules, seminars in the field of Internationalization, Export Management, Entrepreneurship, Budgeting-Controlling-Reporting, Business Modelling, Business Planning, Maritime Logistics, Intermodal logistics, Contracts and Negotiations in International Business, Sustainable Blue Growth and Blue Economy.

Curriculum vitae

<p>Sept-Dec 2011</p>	<p>Bari</p>	<p>ISIAMED, (Mr Antonio Loche, Operative Director, isia@mclink.it)</p> <p>And for project partners</p> <p>Embassy of Kazakhstan in Italy, Chamber of Commerce of Bari, ISIAMED, Confapi Bari and Bat, Confindustria Bari and Bat, Region Government of Puglia, Province of Bari, Municipality of Bari, Corpo Consolare di Puglia Basilicata e Molise, other than various private companies</p> <p>(Mr Massimo Salomone, Secretary General of Corpo Consolare di Puglia Basilicata e Molise, segretario.generale@corpoconsolare.eu)</p>	<p>Partner and Organizer, as Regional Representative of ISIAMED</p>	<p>Day of International Relations (politics, economic and industrial co-operation, university exchange) Italy-Turkey</p> <p>The event has involved the H.E. the Ambassador of Turkey in Italy, the former Italian Ambassador in Turkey, the Friendship and Co-operation Association Italy-Turkey, the President of TUSIAD International and various other protagonists of the relations between the two counties.</p> <p>Day of International Relations (politics, economic and industrial co-operation, university exchange) Italy-Kazakhstan</p> <p>The event has involved the H.E. the Ambassador of Kazakhstan in Italy, l'Associazione di amicizia e cooperazione Italia-Kazakhstan, Italian-Kazakh Chamber of Commerce.</p>
<p>November 2007 - April 2009</p>	<p>Noci (Bari)</p>	<p>by Intini Multiservizi Tecnologici SpA</p>	<p>Operative Director</p>	<p>Coordination of the operative staff, with the aim of identifying opportunities within the public sector, preparation of projects, management of the acquired contracts and services, technical management, coordination of human resources, economic-financial management in the sector of services to the Public Administration, Global Service, Facility Management.</p>

Curriculum vitae

January 2006 - October 2007	Monopoli	Eco Leather SpA – Italian Leather Group (Roberto Conese, Managing Director conese@italianleather.it)	Sales Director for the Upholstery Dept.	Definition of the market needs of the product range; identification of the main markets and relevant partners. Key accounting towards the main industrial customers. Price policy.
June 2002 - December 2005	Augsburg (Germany)	Pfister Waagen Bilanciai GmbH (Mrs Fatma Gucsan, Administration Manager, f.guecsan@pfisterwaagen.de)	CEO and Member of the Board of Directors of the controlled companies EHP GmbH (D), Pfister Waagen AG (CH), Pfister Weegtechnik BV (NL).	Management of the company and of the group. Definition of the commercial and industrial policy, in co-operation with the dedicated staff. Budgeting, controlling and reporting to the mother company. On the occasion of the takeover I have coordinated the whole deal, as a support to the President of Soc.Coop.Bilanciai and Bilanciai Group, and cared directly the due diligence (four weeks in data room) in co-operation with the advisors.
September 1998 - May 2002	Campogalliano (Modena)	Società Cooperativa Bilanciai S.c.a r.l. – (Claudio Burlando, Vice-President c.burlando@coopbilanciai.it)	Export Manager	<ul style="list-style-type: none"> • Co-ordination of the different branches abroad; • partner research and management of all the relevant relations which could bring to the creation of a joint venture and/or of a take-over in the German speaking countries and in the Central European countries; issuing of an international service centre, within the company itself, in order to support the branches abroad towards the adopting of the same cost-control, IT management system, training sessions and sales policy as into the holding company.

Curriculum vitae

<p>July 1994 - July 1998</p>	<p>Reggio Emilia</p>	<p>CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</p>	<p>Contract Manager for International Projects, Technical Assistance and Capacity Building, Market Research, Budgeting Controlling and Reporting</p>	<ul style="list-style-type: none"> • Coordination of the activities and support to the Director; • Issue of a budgeting, reporting and controlling system based on the project-management monitoring; • Consultancy and project management for financing programmes at national and international level (industrial cooperation within PHARE, PHARE-JOPP, ECIIP, PIBP); • World Market monitor for farm machinery; European Market monitor for agricultural produces (for SAME Deutz Fahr Group); • Italian Market monitor for gardening machines. <p>Other projects and experiences in the International consulting in USA, Canada, Argentina, Switzerland, Austria, Scandinavia, Germany, Spain, Portugal, Greece, Romania, China.</p>
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Curriculum vitae

<p>1995-1997</p>	<p>Emilia Romagna and Lombardy regions</p>	<p>EU Structural Funds - Obiettivo 2 through CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</p>	<p>Project Coordinator</p>	<p>“Project Coordinator”. Description: Notwithstanding the high level of industrial development, during the 90s, northern regions of Italy were still showing some local areas, suffering the transition towards new business models. In the sector of agricultural and gardening machines, these difficulties were implying the need of technical assistance for important skills and experiences, towards a re-orienting and diversification of sectors, markets, applications.</p> <p>CESMA, also through its market monitors (agricultural machinery, and MORGAN for gardening machinery) mapped the manufacturing facilities in the “Obiettivo 2” area, contacted the relevant managers and agreed on retailed supporting paths.</p> <p><u>Task:</u></p> <ul style="list-style-type: none"> -desk mapping of the manufacturing facilities; -definition of a questionnaire; -interviews and subsequent analyses; -jointly drafted support programme; -implementation of the support programme; -divulcation of the achieved results and lessons learned. <p>Reporting.</p>
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Curriculum vitae

<p>1997</p>	<p>Brasil, Argentina, Chile</p>	<p>EC – International Investment Partners (ECIIP) through CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</p>	<p>Economic Analyst</p>	<p>Industrial co-operation in Brasil, Argentina, Chile as “Economic Analyst”.</p> <p>Description: In the early 90s also the Latin American countries were facing the globalization of the economy, with the subsequent need to increase competitiveness of their farming systems and related industries.</p> <p>CESMA analysed the agricultural sectors of each of the three countries, just like the industrial system linked to farming and processing of produces, with the aim of promoting, through dedicated business missions, industrial co-operation agreements with European leading manufacturers, through licence agreements, technology transfer practices, joint ventures, etc.</p> <p><u>Task:</u></p> <ul style="list-style-type: none"> -preliminary studies on agriculture of each country, and of farm mechanization (demand, local production, import, export, etc.). -support to the Senior Experts, in charge of local missions to implement matchmaking workshops and visiting local companies, aimed at defining potential partners for industrial co-operation agreements with European manufacturers.
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Curriculum vitae

<p>1996</p>	<p>Albania</p>	<p>PHARE INSTITUTION BUILDING PROGRAMME through CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</p> <p>—</p>	<p>Project Coordinator and Economic Analyst</p>	<p>Re-orientation of the activity and training at Albanian Institute for Mechanical Engineering (ISPM). Partner search. “Project Coordinator and Economic Analyst”.</p> <p>Description: After the re-opening of Central European countries to the market economy, the re-organization of the agricultural sector needing technical assistance and capacity building, was not relying on the industrial manufacturing of farm machinery, anymore. In Albania, in particular, the State Engineering Institute, working for all mechanical manufacturing facilities of the country (including Farm Machinery), was needing to re-define its business model in a completely different economic ecosystem. The technical assistance&capacity building support of CESMA was aimed at re-map the contest of national agriculture and its mechanization needs, the local production of agricultural machines and tools, the possible support by the ISPM towards the local manufacturers, agricultural services providers, farmers etc., the economic and financial sustainability of the possible model.</p> <p><u>Tasks:</u></p> <ul style="list-style-type: none"> -a preliminary study on local agricultural sector and farm mechanization needs (production, import, export, etc.); -an analysis of the ISPM experience, skills, projects and capacities.
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Curriculum vitae

				<p>-an exchange of reciprocal missions of Italian and Albanian experts, aimed at on-the-job-training and transferring the business model of CESMA to ISPM;</p> <p>-ensure assistance to ISPM in the exploitation of the development plan, also focusing on a strong link with Italian manufacturers and specialists (i.e. licence agreements);</p> <p>-evaluation of industrial co-operation project proposals.</p>
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Curriculum vitae

1995	South Africa	<p>EC – International Investment Partners (ECIP) through CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</p>	<p>Economist</p>	<p>1995 ECIP – Market analysis and partners’ search for Italian manufacturers of Farm Machinery in South Africa, as “Economist”.</p> <p>Description: After the fall of the Apartheid regime, the autarchy-oriented industrial system of South Africa, based on manufacturing co-operatives was showing its limits in the support of the country’s farming potential through the transition to a modern agricultural system. This situation raised the need to re-orient manufacturers towards market driven production, also thanks to industrial co-operation agreements with European leading manufacturers, through licence agreements, technology transfer practices, joint ventures, etc.</p> <p><u>Task:</u></p> <ul style="list-style-type: none"> -a preliminary study on local agricultural sector and farm mechanization business (production, import, export, etc.). -a dedicated mission with different matchmaking workshops in the main districts of the country, Johannesburg, Durban, Cape Town, Bishop, etc with local companies, to identify potential partners for EU manufacturers; -evaluation of industrial co-operation project proposals; technical, legal, financial and commercial assistance to the partners interested in the industrial co-operation agreements (possibly joint ventures); -finalization of the industrial co-operation agreements (possibly joint ventures); -divulcation and reporting of the achieved results and lessons learned.
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Curriculum vitae

<p>1994 - 1995</p>	<p>Hungary, Czech Republic, Slovak Republic</p>	<p>EC – PHARE JOINT VENTURE PHARE PROGRAMME (JOPP) through CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</p>	<p>Assistant to the Project Coordinator</p>	<p>Industrial co-operation in Hungary, Czech Rep., Slovak Rep. as “Assistant to the Project Coordinator”. Description: After the re-opening of Central European countries to the market economy, the re-organization of the agricultural sector needing technical assistance and capacity building, was not relying on the industrial manufacturing of farm machinery, anymore. The fall of the whole industrial system raised the necessity to re-start the production through the finalization of industrial co-operation agreements with European leading manufacturers, through licence agreements, technology transfer practices, joint ventures, etc.</p> <p><u>Task:</u></p> <ul style="list-style-type: none"> -a preliminary study on local agricultural sector and farm mechanization business (production, import, export, etc.). -an agenda of matchmaking workshops with Italian and local companies, in Budapest, Bratislava, Brno, to identify potential partners for EU manufacturers; -evaluation of industrial co-operation project proposals; technical, legal, financial and commercial assistance to the partners interested in the industrial co-operation agreements (possibly joint ventures); -finalization of the industrial co-operation agreements (possibly joint ventures); -divulcation and reporting of the achieved results and lessons learned.
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Curriculum vitae

ADDITIONAL INFORMATION

Knowledge about:

- EU Directive for Machines” applied to Farm Machinery;
- Directives and standards in the railway sector;
- Directives and standards in the metrologic field for fiscal measurement (weighing) systems;
- Directives and standards in the sector of tanning, with the aim of endusers’ health&safety, just like of product’s performance;
- Electoral Observation.
- Dir. CE 97/78 laying down the principles governing the organisation of veterinary checks on products entering the Community from third countries
- Dir. CEE 43/92 – «Habitat» - relating to the conservation of natural and semi-natural habitats and of wild flora and fauna
- Reg. CE 2091/1998 concerning the segmentation of the Community fishing fleet and fishing effort in relation to the multiannual guidance programmes;
- Reg. CE 178/2002 concerning the general principles and requirements of food law, establishing the European Food Safety Authority and laying down procedures in matters of food safety
- Reg. CE n.136/2004 laying down procedures for veterinary checks at Community border inspection posts on products imported from third countries
- Reg. CE n. 853/2004 concerning specific hygiene rules for foods of animal origin
- Reg. CE n. 854/2004 concerning specific rules for the organization of official controls on products of origin animal intended for human consumption

Curriculum vitae

- Reg. CE n. 882/2004 on official controls performed to ensure the verification of compliance with feed and food law, animal health and animal welfare rules
- Dec. CE n. 2006/766 establishing the lists of third countries and territories from which imports of bivalve molluscs, echinoderms, tunicates, marine gastropods and fishery products are permitted
- Dir. CE n. 56/2008 establishing a framework for community action in the field of marine environmental policy (Marine Strategy Framework Directive)
- Reg. CE n. 1224/2009 establishing a Community control system for ensuring compliance with the rules of the common fisheries policy
- Implementing Regulation UE n. 404/2011 laying down detailed rules for the implementation of Council Regulation (EC) No 1224/2009 establishing a Community control system for ensuring compliance with the rules of the Common Fisheries Policy
- Reg. UE 1379/2013 concerning Common Market Organization in the sector of fishing and aquaculture
- Implementing Regulation UE n. 1418/2013 concerning production and marketing plans pursuant to Regulation (EU) No 1379/2013
- Implementing Regulation UE n. 1419/2013 concerning the recognition of producer organisations and inter-branch organisations, the extension of the rules of producer organisations and inter-branch organisations and the publication of trigger prices as provided for by Regulation (EU) No 1379/2013
- Reg. UE 1380/2013 concerning Common Fisheries Policy;
- Reg. UE 508/2014 The European Maritime and Fisheries Fund (EMFF)
- Reg. UE 625/2017 on official controls and other official activities performed to ensure the application of food and feed law, rules on animal health and welfare, plant health and plant protection products amending Reg. CE n. 854/2004, Reg. CE n. 882/2004 and others

Curriculum vitae

Articles, Publications, Thesis:

2017-2018 for EIEAD – “FDI Eurasian Challenge”;

2016-current Various articles on geopolitical issues on the magazine Il Nodo di Gordio;

2013, 2016 for EIEAD – Report to the Italian Ministry of Foreign Affairs on the outcomings of EIEAD events “Forum Ambasciatori Eurasia”

1997 for ERVET-CESMA-Banca Popolare dell’Emilia Romagna – “Indagine sulle Condizioni Economico-Finanziarie delle Imprese Emiliano-Romagnole della Meccanica per l’Agricoltura”;

1993-2006 Various articles on sectorial magazines of different sectors;

1991-1992 for University of Bari – Faculty of Economics & Trade – Thesis in “Le Nuove Strategie di Marketing nel Settore Agroalimentare. Un Caso Aziendale: La Divella di Rutigliano”.

ANNEXES

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- University of Bari – Faculty of Economics & Trade – Thesis in “Le Nuove Strategie di Marketing nel Settore Agroalimentare. Un Caso Aziendale: La Divella di Rutigliano”.
 - University of Bari , Faculty of Economics and Trade - Full University Degree Certificate;
 - IFOA - Post Graduate Certificate RESIDENT AREA MANAGER;
 - Alliance Francaise Bari - D.E.L.F. (Diplome d'étude de la langue francaise) Certificate;
 - Berlitz School Munchen - Berlitz School Bestaetigung ;
 - ERVET-CESMA-Banca Popolare dell’Emilia Romagna – “Indagine sulle Condizioni Economico-Finanziarie delle Imprese Emiliano-Romagnole della Meccanica per l’Agricoltura”;
 - ISPI Milano - Election Observation Statement;
 - Article on Magazine “Il Nodo di Gordio”, “Il Ruolo degli Investimenti Diretti Esteri nella Valorizzazione delle Economie dei Paesi Ponte tra Europa ed Asia”;

Curriculum vitae

- Article on Magazine “Il Nodo di Gordio”, “Orizzonti Iranian – Il Mondo Riscopre un Iran Moderno e Pragmatico dopo Trent’Anni di Chiusura: Superficialità Occidentale o Ritorno al Futuro della Società Persiana?”
- EIEAD – “FDI Eurasian Challenge”.