

CURRICULUM VITAE

CURRENT WORK POSITION

FROM: 24th JAN 2019
CURRENT

IADC – ITALIAN AGENCY FOR DEVELOPMENT AND COOPERATION - Khartoum regional office (Sudan)
COUNTRY MANAGER AND SENIOR EXPERT FOR EMERGENCY PROGRAMS IN ERITREA.

Market: International Government Organization for Cooperation and Development.

Task: Technical and administrative manager of Emergency initiatives in Eritrea. Assistance to organizations entrusted with projects for the realization of project activities and identification and formulation of new aid initiatives in Eritrea. Coordination and monitoring of the initiatives entrusted. Participation in institutional tables and management of relations with institutional counterparts.

FROM: 1st DEC 2014
CURRENT

Solvisible s.r.l. - Milan (Italy)

Financial and administration consultant. Partner and co-founder.

Market: industrial vacuum products, green and solar energy plants. Private company

Business activity: plants and industrial machine trading. Advanced and technological solutions for industrial market.

Task: CFO. Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

FROM: 3rd MAR 2016
CURRENT

Akod s.r.l. - Milan (Italy)

Financial and administration consultant. Partner and co-founder.

Market: products trading. Private company

Business activity: medical devices trading for pharmacies and hospitals.

Task: Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

FROM: 17th MAY 1996
CURRENT

New Media s.n.c. - Milan (Italy)

Administration Officer. Partner and co-founder.

Market: consulting. Private company.

Business activity: service consulting on finance and accounting management, budgeting, cashflow management, reporting.

Task: Strategic planning, budgeting plan and formulation, cashflow and reporting management, accounting and financial management. Management and preparation of the annual budget.

PREVIOUS WORK POSITIONS

**FROM: 25th SEP 2018
17th DEC 2018**

IADC – ITALIAN AGENCY FOR DEVELOPMENT AND COOPERATION - Khartoum regional office (Sudan)
COUNTRY MANAGER AND SENIOR EXPERT FOR EMERGENCY PROGRAMS IN THE CENTRAL AFRICAN REPUBLIC (CAR).

Market: International Government Organization for Cooperation and Development.

Task: Technical and administrative manager of Emergency initiatives in the Central African Republic (CAR). Assistance to organizations entrusted with projects for the realization of project activities and identification and formulation of new aid initiatives in CAR. Coordination and monitoring of the initiatives entrusted. Participation in institutional tables and management of relations with institutional counterparts.

Market: International Government Organization for Cooperation and Development

Task: Chief of Financial and Administration office for Sudan, Eritrea, Ciad, RCA and Camerun.

**FROM: 1st JAN 2018
7th SEP 2018**

IADC – ITALIAN AGENCY FOR DEVELOPMENT AND COOPERATION - Khartoum office (Sudan)
ADMINISTRATION OFFICER CENTRAL AFRICAN COUNTRIES

Market: International Government Organization for Cooperation and Development

Task: Chief of Financial and Administration office for Sudan, Eritrea, Ciad, RCA and Camerun.

**FROM: 8th SEP 2017
31st DEC 2017**

IADC – ITALIAN AGENCY FOR DEVELOPMENT AND COOPERATION - Khartoum office (Sudan)
ADMINISTRATION OFFICER FOR SUDAN

Market: International Government Organization for Cooperation and Development

Task: Chief of Financial and Administration office for Sudan with responsibility for all the humanitarian, emergency and development projects in Sudan. Main activity regarding budgeting plan and formulation, accounting and financial management, reporting, finance and economic project analysis, cash-flow management. Coordinator of Procurement Office by the Italian and European law (PRAG rules). *Call for proposals* for NGO and financial report management.

**FROM: 4th APR 2016
TO: 10th APR 2017**

BGI Business Growth International - Dubai (UAE)
Financial and administrator consultant. Partner and co-founder.

Market: consulting. Private company.

Business activity: consulting for company internationalization and start-up activities.

Task: consulting for company organization about strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Training on annual balance management. Contact development for company start-up on EAU market.

**FROM: 4th SEP 2015
TO: 24th MAY 2016**

Replic s.r.l. - Milan (Italy)
Administration Officer. Partner and co-founder.

Market: optical discs. Private company.

FROM: 3rd MAR 2006
TO: 4th SEP 2015

Business activity: optical disc manufacturing (cd, dvd, blu ray).
Task: general manager. Industrial, accounting, financial and strategic plan management.
International development (new market and new products worldwide)

Replic s.r.l. - Milan (Italy)
Administration Officer. Partner and co-founder.

Market: optical disc. Private company.
Business activity: optical disc manufacturing (cd, dvd, blu ray).
Task: board management and general manager. Industrial, accounting, financial and strategic plan management. International development (new market and new products worldwide)

FROM: 2nd FEB 2016
TO: 27th APR 2016

Hilux Technology s.r.l. - Milan (Italy)
Administration Officer. Partner and co-founder.

Market: optical laser solution. Private company.
Business activity: molds production for optical disc manufacturing.
Task: general manager. Industrial, accounting, financial and strategic plan management.
International development (new market and new products worldwide).

FROM: 19th JUL 2002
TO: 2nd MAR 2016

Akod s.r.l. - Milan (Italy)
Administration Officer. Partner and co-founder.

Market: products trading. Private company.
Business activity: medical devices trading for pharmacies and hospitals.
Task: general manager. Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

FROM: 6th APR 1999
TO: 10th JUL 2015

Mie New Media s.r.l. - Milan (Italy)
Administration Officer. Partner and co-founder.

Market: incubator and shareholding investments. Private company.
Business activity: Shareholding investments and private companies management – Holding group.
Task: general manager. Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting management. Annual balance management and formulation. Strategic plan analysis and M&A management.

FROM: 24th APR 2014
TO: 16th JAN 2015

Verd'Italia s.r.o. - Prague (Czech Republic)
Administration Officer. Partner and co-founder.

Market: restaurants. Private company.
Business activity: luxury restaurants management and food & beverage trading.
Task: general manager. Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

FROM: 26th JUN 2001
TO: 8th OCT 2014

Mie Cube s.r.l. – Milan (Italy)
Administration Officer. Partner and co-founder.

Market: company services. Private company.

FROM: 4th MAY 2000
TO: 2nd MAY 2005

Business activity: e-commerce, marketplace and internet platforms solutions.

Task: Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

Medstoxx s.r.l. – Milan (italian branch of Medstoxx Group Ltd Singapore)
Administration Officer. Partner & co-founder.

Market: online procurement. Private company.

Business activity: marketplace (specialized in online auctions) for medical devices and consumable products.

Task: Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

FROM: 21st MAR 2001
TO: 29th MAR 2004

EOS s.r.l. - Milan (Italy)
Administration Officer. Partner

Market: call center. Private company.

Business activity: account network booking management for service companies.

Task: Strategic planning, budgeting plan and formulation, cashflow and financial report management, accounting and financial management. Management and preparation of the annual budget.

FROM: 12th JUN 1998
TO: 30th APR 2001

Timing s.c.r.l. - Milan (Italy)
Chairman of the Internal Auditors Committee

Market: industrial services. Private company.

Business activity: cleaning and logistics services for industrial company.

Task: Accounting, budgeting and fiscal auditing.

FROM: JULY 1993
TO: MAY 1999

Administrative Assistant - Monza (Italy)

Market: professional consulting. Private company.

Business activity: accounting, budgeting and tax planning consulting.

Task: Annual fiscal and financial balance. Accounting, financial and tax auditing. Budgeting and tax planning.

EDUCATION AND TRAINING

FROM: 11th MAY 2018
TO: 14th MAY 2018

Training Procurement Procedures on the 11th EDF and budget: programs EUTF SDN13 SDN11

Training course on european procedures for procurement of goods, services and works.

European Funds. PRAG procedures for buying goods, services and works.

FROM: 18th Nov 2017
TO: 15th DEC 2017

PM4DEV Academy – Project Management for Development

Training course for Development and Cooperation Project Manager. Result Based Project Management Planning; monitoring of development projects focusing on the results.

FROM: 23rd SEP 2014
TO: 26th FEB 2015

MIP Polytechnic of Milan (Italy) – School of management – Executive Course for Directors and Company Governance – Tertiary – Specialization course
Corporate Governance – Master post University Senior Course

Company governance, generation and growing company value, international business law and regulation, negotiation, leadership & personal vision, risk analysis and risk management, board management.

FROM: 14th SEP 2010
TO: 1st JUL 2013

UNIMI – University of Milan (Italy) – Political Sciences School
Tertiary University master on International Relations Graduate

Course of study: International trading and european integration.

Topics: International and arbitration agreement law, international exchanges law, international private law, European market and competition law, economy of European integration and monetary history, finance.

Master thesis on International Arbitration: “The Washington Convention about solution on disputes concerning foreign investments”.

FROM: 10th DEC 2012
TO: 16th JAN 2013

NATO – Joint Advanced Distributed Learning – ADL 109 ISAF OMLT Course
Military specialization course

Basic training course for ISAF Afghanistan mission with NATO Military Forces – OMLT (Operational Mentor and Liaison Team).

FROM: 10th MAY 2011
TO: 26th JUN 2011

NATO – Joint Advanced Distributed Learning – ISAF PRT V2.0 Course
Military specialization course

Basic training course for ISAF Afghanistan mission with NATO Military Forces – CIMIC Corps (Civil & Military Cooperation) for PRT (Provincial Reconstruction Team)

FROM: 24th JAN 2010
TO: 31st MAY 2011

MIP Polytechnic of Milan (Italy) – School of Management – Executive Course in Management of International Business – Tertiary – Specialization course
Company internationalization – Master post University senior course.

Process and strategies for company internationalization, international marketing and intercultural differences management, supply chain, international shipping and logistic, international mergers and acquisitions, ICT management, business plan and budgeting for company internationalization.

FROM: 7th NOV 2011
TO: 12th DEC 2011

C.R.U.S.M – University of Milan (Italy)
Public speaking course

Communication strategies, stress management, verbal and not verbal communication.

FROM: 20th MAR 2009
TO: 17th MAR 2010

University of Ferrara (Italy) – Economics Department
Post Tertiary University master degree on Chief Financial Officer (CFO)

Topics: Financial report, finance, auditing, negotiation and presentation skills.

Master thesis on fixed costs allocation in a multidivisional manufacturing company: “Activity Based Costing how a management tool for take decision in crisis situation”

FROM: 10th NOV 2008
TO: 21st NOV 2008

Officer Military School – Italian Army – Turin (Italy) – Post Conflict Operations Study Centre.
Senior course - Post Conflict Rebuilding Management

Topics: governance and S&R (Save and Rescue) operations, actors and strategies in reconstruction management, crisis management and social, economic and politic rebuilding of post conflict areas.

FROM: 10th MAR 2008
TO: 14th MAR 2008

NATO CIMIC Group South – Motta di Livenza – Italy
Military Senior Course – CIMIC (Civil and Military Cooperation) Functional Specialist

Topics: NATO CIMIC evolution and organization, PRT (Provincial Reconstruction Team) management and organization, humanitarian right, CIMIC assessment, PIO (Public Information Officer) and media management, cultural diversities, negotiation skills.

FROM: 1st OCT 1988
TO: 25th OCT 1994

Catholic University of Milan (Italy) – Economics Department
Tertiary University master on Economics

Course of studies: Management and business administration.

Master thesis on business administration: “Management problems for the privatization of public water distribution companies in Italy”.

FROM: 1st OCT 1983
TO: 10th JUL 1988

Secondary School
Specialized Secondary School – Liceo Scientifico

LANGUAGE SKILLS

Mother language: Italian

Other Languages: English, French and Arabic

Self-assessment (european level)	Comprehension	Speaking	Writing	Reading
Italian	C2	C2	C2	C2
English	C1	C1	C1	C1
French	C1	B2	B2	C1
Arabic	A1	A1	-	-

FROM: 16th JAN 2017
TO: 27th JAN 2017

EF – International Language Centers School – Malta
English course

English language and business English intensive course.

MANAGEMENT AND LEADERSHIP SKILLS

Thanks to my previous on private companies and actual experiences on international and governmental cooperation, I've developed some significant skills regarding international team management. I've great and deep respect to the cultural and gender differences and I've always been used to working with people coming outside the Euro Mediterranean areas without multicultural or gender problems. I'm pretty sure I have very important skills to organize and manage people on teams and I've always been motivate by professional rather than personal concerns. In my experience I've always established and maintained productive partnerships with clients, partners and collaborators by gaining their trust and respect. I've been used to

work to join targets with integrity, attention to detail, teamwork and cooperation approach. I'm persistent when I've to face the difficulties, problems or challenges and I've always been a model in front of my team. When I had to take unpopular decisions, previously I've always gathered information, considered positive and negative impacts of decision, shared and motivated my team and only after I've take the decision, sharing with all my collaborators "charges and honors" but taking on myself all the responsibilities for eventually any bad choices. I consider all those to whom services are provided to be "clients" and I seek to see things from clients point of view. I'm an excellent planned and organizer to myself and to the team that works under my responsibility.

TECHNICAL SKILLS

Thanks to my studies and working experiences I've reached a high level of skills about risk analysis, strategic plans, budgeting, finance, negotiations and tax planning respecting prescribed time, cost and quality standards. I'm used to operating in compliance with the organization regulations and rules, to propose adjustments when needs and to observing deadlines and achieving results. I've a great professionalism competence in budgetary guidance and financial planning, monitoring of budget execution and reporting of budgetary and financial information.

IT AND SOCIAL NETWORK SKILLS

Daily use of information technology devices and software tools for business management: Microsoft Office (Word for word-processing, Excel for spreadsheets, PowerPoint for presentations, Outlook for mail and contact management), Windows System, and ERP for accounting, budgeting and monitors (Zucchetti, GECOPROWEB and ORACLE Exchange). Utilizer of Facebook and LinkedIn.

ASSOCIATIVE AND DONOR ACTIVITIES

I'm very pro-active regarding no-profit associations and donors activities. Below my most significant experiences:

- board member from October 2013 to may 2017 of the GICAM NGO (Groupe International Chirurghiens Amis de la Man) – Milan (Italy) and Lugano (Switzerland);
- member of Rotary NET Milan (Italy) from 2013 until 2017;
- member of Italian Army Club of Milan (Italy) from 2008 until today;
- member and co-founder from 2011 until today of Cusani Palace Club of Milan (Italy). Vice-President and administrator from 5th May 2011 to 1st Sep 2017;
- member and co-founder from 2011 until today of Association Forum of Milan (Italy);
- member and co-founder of Scientific and Cultural Circle of Milan from 2011. socio e fondatore del Circolo di Cultura e Scienza ONLUS di Milano costituito nel luglio 2011. Administrator from 5th May 2011 to 1st Sep 2017;
- board member from February 2003 to April 2011 of National Association Carabinieri Military Corp – Monza;

OTHER SKILLS AND EXPERIENCES

- Mandatory Italian military service – Carabinieri Corp (Italian Military Police) – (Feb. 1992/Feb. 1993).

- 28th Mar 2007 – After I have attended a course for Military Officer I've been promoted to the Captain grade of Italian Military Army – Military Officer Italian Army School of Turin (Italy).
- 29th Nov 2010 – Promoted to the Captain grade of Military Sovereign Order of Malta. Thanks to my diligence I've received an award from Italian Army Military Command and a bronze medal after my participation to a humanitarian mission to help Italian people hit by earthquake on 2012.

Avid reader especially of historical essays. I love skiing, jogging and traveling.