



Dario Sterpa

ABOUT MYSELF

I'm an analytical and adaptable professional with solid experience in strategic consulting on EU funding and public policies. What sets me apart is the ability to combine methodological rigour with creativity, delivering tailored solutions to leading organisations and institutions. I thrive both in collaborative teams and when working independently, and I genuinely enjoy engaging with talented professionals and navigating complex environments. I strongly believe in continuous learning as the key to providing reliable, effective, and results-driven support.

WORK EXPERIENCE

Surrender Media Solution <http://www.surrendermediasolutions.com/>

City: Brussels | **Country:** Belgium | **Business/sector:** Information and communication

[01/10/2024 - 30/09/2025]

Monitoring and project management

Supporting the coordination, management and monitoring of the Project EmpowerHun, "*Enhancing Hungary's tomorrow: Empowering communities through trustworthy journalism on EU cohesion policies*". The activity involved:

- Support the Consortium Leader in drafting Project management plans.
- Support Financial and technical periodic reporting.
- Supervise the coordination mechanism on behalf of Surrender Media Solutions.
- Supervise and monitor the regular production and submission of deliverables on behalf of Surrender Media Solution.
- Develop an internal project capacity-building plan.
- Support the Consortium Leader in evaluation activity and final reporting.

Citynews s.p.a. <https://www.citynews.it/>

City: Rome | **Country:** Italy | **Business/sector:** Information and communication

[01/08/2024 - 31/07/2025]

Monitoring and project management

Supporting the management and monitoring of the Project GENECAP, "Regeneration CAP". The activity involved:

- The drafting of a Quality Assurance and Risk Management Plan.
- The drafting of a Monitoring and Evaluation Plan.
- The elaboration of shared management and monitoring tools.
- The continuous reporting and drafting of monthly deliverables.
- The elaboration of the Final Technical Report.

Camera di Commercio Italo Belga <https://www.ccitabel.com/>

City: Brussels | **Country:** Belgium | **Business/sector:** Other service activities

[23/05/2023 – 25/05/2025]

European Funding Programmes and Proposal Writing Trainer

1-day immersive training in Brussels tailored to Municipal Authorities of Apulia Region on European Funds and PNRR, with particular emphasis on implementation procedures and project monitoring rules.

Citynews s.p.a. <https://www.citynews.it/>

City: Rome | **Country:** Italy | **Business/sector:** Information and communication

[01/01/2017 – Current]

Project Writer

Framework contract for consultancy services in the news digital media sector: European funding programmes, advocacy, proposal writing, and consortium building. Proposal design and submission for:

- European Parliament, Communication Grants.
- EC-DG Regio, Information measures for the EU Cohesion policy (IMREG).
- EC-DG AGRI, Information measures for the Common Agriculture Policy (IMREG).
- EC EACEA, Journalism Collaboration and Media Literacy (CREATIVE EUROPE).

Projects awarded as a result of the consultancy service:

1. Agrifood.it AGRI.2018-0206
2. Europatoday Multimedia COMM/SUBV/2019
3. Agrifood Multimedia AGRI/2019/0185
4. FARMERS4FUTURE IMCAP INFOME 2020
5. EU4FUTURE - COMM/SUBV/2020/M/0093
6. BeGreenBeSmartBeFarm - IMCAP-INFOME 2021
7. EP-ON 2024 - COMM/SUBV/2023
8. GENECAP - IMCAP-2023-INFOME-101172538

Medicasure s.r.l. (Cabinet Médical KAMTO FOTSO) <https://medicasure.com/>

City: Brussels | **Country:** Belgium | **Business/sector:** Human health and social work activities

[04/09/2024 – 20/04/2025]

PCM capacity builder at Innovation s.r.l.

Conducted Project Cycle Management capacity building in the field of EU funding programmes and calls for proposals, including the following tasks:

- EU funding programme strategic monitoring, including analysis of work programmes and key topics, and relevant strategic and policy documents.
- EU calls for proposal selection and feasibility analysis.
- Identification and selection of complementary partners and consortium building, including analysis of previous/concurrent projects, and editing of concept notes for proposals;
- Project design and proposal writing.
- Project management, monitoring and reporting, including drafting technical and financial reports.

Main results achieved:

- Development of Medsurlink AI-powered matching tools business model.
- Development of Medicasure presentation for business development.
- Support to build relationships with strategic partners and private donors
- Consortium building and proposal drafting in response to EDCPT 2025 HORIZON EUROPE calls for proposals.

Citynews s.p.a. <https://www.citynews.it/>

City: Rome | **Country:** Italy | **Business/sector:** Information and communication

[01/09/2023 – 31/10/2024]

Monitoring and project management

Supporting the management and monitoring of the Project EP-ON, "*the European Parliament election in a time of multiple crises and societal transition*". The activity involved:

- The elaboration of a project management handbook.
- The preparation of ad-hoc reports for the Management team.
- The monthly monitoring of the project.
- The elaboration of the project final report.

Associazione Sabir <https://www.associazionesabir.org/>

City: Crotone | **Country:** Italy | **Business/sector:** Human health and social work activities

[01/05/2023 – 30/04/2024] **PCM capacity builder at Innovation s.r.l.**

Conducted 1-year Project Cycle Management capacity building for the start-up of the Association Grant Office in the field of EU funding programmes and calls for proposals, including the following tasks:

- EU funding programme strategic monitoring, including analysis of work programmes and key topics, and relevant strategic and policy documents.
- EU calls for proposal selection and feasibility analysis.
- Identification and selection of complementary partners and consortium building, including analysis of previous/concurrent projects, and editing of concept notes for proposals;
- Project design and proposal writing.
- Project management, monitoring and reporting, including drafting technical and financial reports.

Main results achieved:

- Grant office set-up and team-building.
- Support for proposal design and consortium building.
- Submission of more than 11 proposals for training on the job.

WEglobal <https://weglobal.org/>

City: Milan | **Country:** Italy | **Business/sector:** Other service activities

[08/04/2024 – 09/04/2024] **European Funding Programmes and Proposal Writing Trainer**

2-day immersive training on a remote basis tailored to Young European Ambassadors from Western Balkan countries in the framework of the Regional Strategic Communication

Programme for the Western Balkans. The training included:

- Module 1:
 - Grant procedures overview.
 - Evaluation procedures and award criteria.
 - The project intervention logic.
 - Communication, dissemination and exploitation.
 - Tips and Tricks: avoiding common mistakes in proposal writing.

CeSI (Centre for International Study) <https://www.cesi-italia.org/en>

City: Rome | **Country:** Italy | **Business/sector:** Administrative and support service activities

[01/12/2021 – 31/12/2023] **PCM capacity builder at Innovation s.r.l.**

Conducted 2-year Project Cycle Management capacity building in the field of EU funding programmes and calls for proposals, including the following tasks:

- EU funding programme strategic monitoring, including analysis of work programmes and key topics, and relevant strategic and policy documents.
- EU calls for proposal selection and feasibility analysis.

- Identification and selection of complementary partners and consortium building, including analysis of previous/concurrent projects, and editing of concept notes for proposals;
- Project design and proposal writing.
- Project management, monitoring and reporting, including drafting technical and financial reports.

Main results achieved:

- Project management, technical and financial reporting for the projects:
 - CERV Programme Project TRUST (2022-2023).
 - Horizon 2020 Project PARTICIPATION (2020-2023).
- Support for proposal design and consortium building in the following topics:
 - Horizon-CL2-2022-TRANSFORMATION-01-04 Decision-making processes of (aspiring) migrants.
 - EuropeAid/171952/DH/ACT/Multi-Conflict and climate change: a new challenge and opportunity for peace.

European Commission https://commission.europa.eu/about-european-commission/departments-and-executive-agencies/migration-and-home-affairs_en

City: Brussels | **Country:** Belgium | **Name of unit/department:** Directorate-General Migration and Home Affairs | **Business/sector:** Activities of extraterritorial organisations and bodies

[15/06/2023 – 01/10/2023]

European Funds Proposal/Project Evaluator

Evaluation of the proposals submitted in response to **DG HOME** call for proposals **AMIF-2023-TF2-AG-CALL "Multi-stakeholder initiatives for migrant integration into the labour market"**.

- Relevance, Quality, Impact, Cost-effectiveness evaluation
- Individual evaluation reporting.
- Consensus evaluation reporting.

Associazione Sabir <https://www.associazionesabir.org/>

City: Crotone | **Country:** Italy | **Business/sector:** Human health and social work activities

[06/06/2023 – 09/06/2023]

European Funding Programmes and Proposal Writing Trainer

Training on European Funding Programmes, Proposal Writing and Project management, including the following modules:

- Module 1: Overview of Funding Programme:
 - EC Priorities, EU Strategic document and Policy;
 - EU Funding Programmes and Priorities.
- Module 2: Proposal Writing:
 - Calls for proposals evaluation criteria, relevance, quality, impact;
 - Presentation of a proposal's logical framework (theory of change);
 - Presentation of a proposal template;
 - Illustration of case studies and best practices.
- Module 3: Project Management:
 - Project management & coordination;
 - Project monitoring;
 - Project reporting.

University of Foggia <https://www.unifg.it/it>

City: Foggia | **Country:** Italy | **Business/sector:** Education

[23/03/2023 – 25/05/2023]

European Funding Programmes and Proposal Writing Trainer

3-day immersive training on Proposal Writing in Brussels in the framework of the UNIFG's Master Eurocamp 2023, including the following modules:

- Module 1: Overview of Funding Programme:

- EC Priorities, EU Strategic document and Policy;
- EU Funding Programmes and Priorities.
- Module 2: Proposal Writing:
 - Calls for proposals evaluation criteria, relevance, quality, impact;
 - Presentation of a proposal's logical framework (theory of change);
 - Presentation of a proposal template;
 - Illustration of case studies and best practices.
- Module 3: Proposal concept and project fiche:
 - Workshops on how to write a proposal concept to engage with potential partners.

EY <https://www.ey.com/>

City: Rome | **Country:** Italy | **Business/sector:** Professional, scientific and technical activities

[09/09/2019 – 08/09/2022]

Senior Consultant in Technical Assistance European Structural and Investments Funds SARDINIA REGION

Support to the Monitoring Office of the Management Authority of the Regional Operational Programme for Sardinia ERDF 2014-2020. The consultancy services included:

Support in monitoring and implementation of ERDF operational programme.

Technical Assistance to Sardinia Cities in implementing Integrated Territorial Investments.

Training of Municipalities' public officers in programme operations management and monitoring.

Support in designing the new regional operational programme for the period 2021-2027.

University of Foggia <https://www.unifg.it/it>

City: Foggia | **Country:** Italy | **Business/sector:** Education

[13/07/2022 – 15/07/2022]

European Funding Programmes and Proposal Writing Trainer

3-day immersive training on Proposal Writing in Brussels in the framework of the UNIFG's Master Eurocamp 2022, including the following modules:

- Module 1: Overview of Funding Programme:
 - EC Priorities, EU Strategic document and Policy;
 - EU Funding Programmes and Priorities.
- Module 2: Proposal Writing:
 - Calls for proposals evaluation criteria, relevance, quality, impact;
 - Presentation of a proposal's logical framework (theory of change);
 - Presentation of a proposal template;
 - Illustration of case studies and best practices.
- Module 3: Proposal concept and project fiche:
 - Workshops on how to write a proposal concept to engage with potential partners.

Trek Development <https://trek.gr/>

City: Athens | **Country:** Greece | **Business/sector:** Electricity, gas, steam and air conditioning supply

[25/10/2021 – 12/01/2022]

Proposal Writer

Coordination and drafting of project proposals in response to national and international calls for proposals. Proposals drafted and submitted:

(1) LIFE programme - Clean Energy Transition - LIFE-2021-CET-ENERCOM; Proposal Title: NZEC Near-Zero Energy Community.

Activities include: analysis of call requirements, coordination with internal and external stakeholders, drafting technical and administrative sections, ensuring compliance with guidelines, and overseeing the complete submission process.

CeSI (Centre for International Study) <https://www.cesi-italia.org/en>

City: Rome | **Country:** Italy | **Business/sector:** Other service activities

[28/02/2019 – 30/11/2021] **Proposal Writer**

Business development and policy advisory activities aimed at familiarising the client with funding programmes, their rules, and the operational environment. Coordination and drafting of project proposals in response to national and international calls for proposals.

Concept note realised for brokerage events:

- (1) H2020 - SU Governance 07 2020
- (2) H2020 - SU Governance 09 2020
- (3) H2020 - Migration 09 2020

Proposals drafted and submitted:

- (1) ISFP programme - ISFP-2020-AG-RAD; Proposal Title: JANUS Support to Local Actors and Multi-Agency Cooperation (Reserve List).
- (2) Horizon 2020 - SU-GOVERNANCE-09-2020; Proposal Title: PARTICIPATION Analysing and Preventing Extremism Via Participation (Awarded).

Activities include: analysis of funding programmes and call requirements, scouting of funding opportunities, preparation of concept notes to promote project ideas, networking and brokerage events, coordination with internal and external contributors, drafting of technical and administrative sections, ensuring compliance with guidelines, and overseeing the complete submission process.

European Commission https://commission.europa.eu/about-european-commission/departments-and-executive-agencies/migration-and-home-affairs_en

City: Brussels | **Country:** Belgium | **Name of unit/department:** Directorate-General Migration and Home Affairs | **Business/sector:** Activities of extraterritorial organisations and bodies

[15/03/2021 – 28/05/2021] **European Funds Proposal/Project Evaluator**

Evaluation of the proposals submitted in response to **DG HOME** call for proposals **AMIF 2020 AG-CALL-02 "Reducing obstacles and promoting access to basic services for third-country nationals"**.

- Relevance, Quality, Impact, Cost-effectiveness evaluation
- Individual evaluation reporting.
- Consensus evaluation reporting.

The AdWisers <https://theadwisers.com/>

City: Gdansk | **Country:** Poland | **Business/sector:** Human health and social work activities

[01/10/2020 – 31/12/2020] **Technical Assistance**

USAID INVEST Project for providing humanitarian assistance and development aid to fight COVID-19 in Italy - USAID/DAI PRIME CONTRACT No. AID-OAA-C-17-00090. Main activities included:

- Technical Assistance to private business companies for the start-up, the retooling and ramp-up of innovative solutions to fight COVID-19 in Italy.
- Technical Assistance to the Catalytic Investment Fund.
- Support for strategy, partnership, coordination, development, and implementation.

- Promotion, outreach and communication of technical assistance package and funding opportunities.
- Technical analysis, assessments, recommendations, assistance, and expertise identification, management and provision.
- Sustainability, impact and knowledge development and sharing

European Commission https://commission.europa.eu/about-european-commission/departments-and-executive-agencies/migration-and-home-affairs_en

City: Brussels | **Country:** Belgium | **Name of unit/department:** Directorate-General Migration and Home Affairs | **Business/sector:** Activities of extraterritorial organisations and bodies

[01/02/2020 – 31/07/2020]

European Funds Proposal/Project Evaluator

Evaluation of the proposals submitted in response to **DG HOME** call for proposals **AMIF 2019 AG-CALL-03 Social and economic integration of migrant women**.

- Relevance, Quality, Impact, Cost-effectiveness evaluation
- Individual evaluation reporting.
- Consensus evaluation reporting.

Arcs culture solidali <https://www.arcsculturesolidali.org/>

City: Rome | **Country:** Italy | **Business/sector:** Human health and social work activities

[31/01/2020 – 30/04/2020]

Proposal Writer

Coordination and drafting of project proposals in response to national and international calls for proposals. Proposals drafted and submitted:

(1) Right Equality and Citizenship programme - REC-RRAC-RACI-AG-2019; Proposal Title: ANTI-HATE: Alternative Narrative for Takl-I-ng Hate speech online (Score 85 - Reserve List)

Activities include: analysis of call requirements, coordination with internal and external stakeholders, drafting technical and administrative sections, ensuring compliance with guidelines, and overseeing the complete submission process.

European Commission https://commission.europa.eu/about-european-commission/departments-and-executive-agencies/migration-and-home-affairs_en

City: Brussels | **Country:** Belgium | **Name of unit/department:** Directorate-General Migration and Home Affairs | **Business/sector:** Activities of extraterritorial organisations and bodies

[13/03/2019 – 07/04/2019]

European Funds Proposal/Project Evaluator

Evaluation of the proposals submitted in response to **DG HOME** call for proposals **AMIF 2018 AG-INTE-02 Legal Migration Projects with third countries**.

- Relevance, Quality, Impact, Cost-effectiveness evaluation
- Individual evaluation reporting.
- Consensus evaluation reporting.

DOT, Digital Opportunity Trust <https://dotrust.org/>

City: Ottawa | **Country:** Canada | **Business/sector:** Information and communication

[14/09/2018 – 03/10/2018]

Proposal Writer

Development of the IBM Corporate Service Corps (CSC) Request for Proposal for Italy.

Analysis and reporting of the political framework, identification and selection of topic projects planned, drafting the project proposal for IBM CSC

GIZ <https://www.giz.de/en/html/index.html>

City: Brussels | **Country:** Belgium | **Business/sector:** Professional, scientific and technical activities

[14/06/2018 – 30/07/2018] **Technical Assistance Bid Writer**

SUPPORT TO ECONOMIC GOVERNANCE AND REFORMS IN THE SOUTHERN NEIGHBOURHOOD – EuropeAid/1395517/DH/SER/Multi.

Writing the Technical Offer for Technical Assistance, particularly the following parts: Rationale, Strategy, Timetable of activities, Log Frame, others agreed.

Schuman Associates <https://www.schumanassociates.com/>

City: Brussels | **Country:** Belgium | **Business/sector:** Professional, scientific and technical activities

[20/03/2018 – 30/04/2018] **Proposal Writing**

Urban Innovation Action Programme: counselling and proposal review of applications.

Europartners s.r.l. <https://www.europartnersnetwork.eu/>

City: Brussels | **Country:** Belgium | **Business/sector:** Other service activities

[02/05/2013 – 27/04/2018] **Associate at start up company**

Main responsibilities and activities carried out:

- business planning;
- managing technical proposal for tender;
- building and managing business networks with clients & partners;
- editing working papers in the following topics: labour market policies;
- small and medium-sized business enterprises' policies;
- social inclusion policies.
- coordinating the project for the analysis of the "Youth Guarantees implementation in Italy: How is the situation a year since the beginning";
- development of a fundraising operational system and process by using Europartners' property tool S3M (Scenery Model Mapping Method)
- monitoring & valuation projects financed under the framework of European Structural Funds and Italian National Operational Programmes "Education"

European Commission https://commission.europa.eu/about-european-commission/departments-and-executive-agencies/migration-and-home-affairs_en

City: Brussels | **Country:** Belgium | **Name of unit/department:** Directorate-General Migration and Home Affairs | **Business/sector:** Activities of extraterritorial organisations and bodies

[15/03/2018 – 20/04/2018] **European Funds Proposal/Project Evaluator**

Evaluation of the proposals submitted in response to **DG HOME** call for proposals **AMIF 2017 AG CALL-INTE-02** and 04 "*Promote swift integration of TCNs into the labour market through strengthened cooperation and mobilisation of employers and social and economic partners*".

- Relevance, Quality, Impact, Cost-effectiveness evaluation

- Individual evaluation reporting.
- Consensus evaluation reporting.

Euroinformatica <https://www.wolterskluwer.com/it-it/solutions/atlantide>

City: Prato | **Country:** Italy | **Business/sector:** Water supply; sewerage, waste management and remediation activities

[01/03/2017 – 30/04/2017] **Business developer H2020 SME Instrument**

Counselling;

Business Model Definition;

Competitive Analysis;

Strategic Analysis & Policy Definition.

Proposal Writing: Concept, Impact and Implementation

HILL International <https://www.hillintl.com/>

City: Amsterdam | **Country:** Netherlands | **Business/sector:** Construction

[12/09/2016 – 22/11/2016] **Bid Writer**

1. IPF6 - Western Balkans Investment Framework (WBIF) – Infrastructure Project Facility Technical Assistance 6;

2. CONNECTA - Connectivity in Western Balkans Technical Assistance;

- Write the Technical Offer for Technical Assistance, particularly the following parts: Rationale, Strategy, Timetable of activities, Log Frame.

Mott MacDonald Limited <https://www.mottmac.com/>

City: Croydon | **Country:** United Kingdom | **Business/sector:** Construction

[01/04/2016 – 09/05/2016] **BID Writer**

1. PPF8 – Project Preparation Facility EuropeAid/137044/DH/SER/RS;

2. IPF5 - Western Balkans Investment Framework (WBIF) – Infrastructure Project Facility Technical Assistance 5;

- Write the Technical Offer for Technical Assistance, particularly the following parts: Rationale,

Strategy, Timetable of activities, Log Frame.

- Topic: Technical Assistance to European pre-accession assistance instruments (IPA II)

ISRI <https://isri.rm.it/>

City: Rome | **Country:** Italy | **Business/sector:** Professional, scientific and technical activities

[21/04/2010 – 30/04/2014]

Senior Consultant in Technical Assistance European Structural and Investments Funds LAZIO

Senior consultant in Technical Assistance to the Managing Authority of POR Lazio 2007-2014 ESF. The main activities carried out under the assignment included:

- supporting policy makers in planning and writing calls for tenders and calls for proposals;

- making labour market socio-economic analysis for the policy makers;

- supporting public managers in planning an efficient allocation of financial resources by programmes, plans and projects;

- supporting policy makers and public managers in running public and stakeholder consultations;
- delivering technical advice on the implementation of ESIF and State Aid regulations;
- auditing the operations.

The major achievements were:

- The writing and publication of tot. 7 calls for proposals with a comprehensive amount of 80 million in the topic of employment, social inclusion, entrepreneurship, flexicurity, social enterprises, migrant integration in the labour market, and vocational training.

Ant Consulting

City: Rome | **Country:** Italy | **Business/sector:** Professional, scientific and technical activities

[31/01/2010 – 31/01/2013]

Apprenticeship in Accounting Office

Completed 3-year apprenticeship in accountancy trainership. Main tasks accomplished:

- checking the financial balance sheet of recipients of European regional funds;
- making income tax return declarations;
- supporting business clients in making the closing balance;
- supporting auditors in budget analysis for business clients.

EY

City: Rome | **Country:** Italy

[03/09/2007 – 30/11/2009]

Junior Consultant in Technical Assistance INTERREG at Italian Ministry of Transport

Junior consultant in Technical Assistance to the Managing and Payment Authority of the INTERREG programme for 2000-2006. The main activities carried out under the assignment included:

- delivering technical advice for international meetings;
- designing audit guidelines for the operations;
- designing sampling methodologies for the system audit;
- supporting the managing authorities in auditing the operations and in delivering audit report to the European Commission;
- supporting the managing authorities in delivering technical and financial report to European Commission;
- supporting the managing authorities in implementing the closing procedures of the programme.

Italian Ministry of Foreign Affairs

City: Rome | **Country:** Italy

[01/07/2005 – 31/12/2005]

MAE CRUI Internship

- preparing paperwork for international meetings;
- update socio-economic profiles of target countries;
- monitoring bilateral agreements.

[30/11/2010 – Current]

Master's degree in Advance Economics (part-time for workers)

University of Rome "La Sapienza" <https://economia.web.uniroma1.it/it/economia-politica>

City: Rome | **Field(s) of study:** Social sciences, journalism and information: • *Economics* | **Final grade:** Not yet | **Level in EQF:** EQF level 7

- Economic Migration Models (Borjas / Chiswick / Ottaviano / Perri / Doquier);
- Monetary Policies Models (DSGE) (Blanchard / Kyotachi / Gali);
- Macroeconomic Growth Models (Solow / Barro & Gordon / Romer / Shumpeter);
- Behaviours Economics and Game Theory (Coase / Akerlof / Stiglitz / Holmstrom / Bowles);
- Corporate Business Strategy (Porter / Kaplan & Norton / Grant / Invernizzi);
- European Monetary System (De Grauwe / Krugman);
- Multivariate Regression Models;
- Nonlinear Regression Models.

[01/01/2019 – 30/06/2019]

Monitoring Smart Specialisation Strategies

Iveristy online training

City: Online | **Field(s) of study:** Generic programmes and qualifications | **Level in EQF:** EQF level 7

- S3 Intervention Logic framework (theory of change)
- S3 Output and indicators
- S3 Data sources
- S3 Stakeholder engagement
- S3 Effectiveness of monitoring

[30/11/2006 – 13/07/2007]

Post Graduate Intensive Course 1 Year F/T “Master Applied in Governance, Accounting and Finance”

EY business school www.ey.com

City: Rome | **Country:** Italy | **Field(s) of study:** Business, administration and law: • *Finance, banking and insurance* • *Management and administration* • *Accounting and taxation* | **Level in EQF:** EQF level 7

- General Management (human resources, supply chain management, finance and administration, buying and selling);
- Human Resource (project management, job description, business process re-engineering, team working and problem solving);
- Accounting (Corporate accounting, Balance sheet, standards IAS-IFRS e US-GAAP, tax);
- Management control (management accounting, costing, budgeting, forecasting, Activity Based Costing and Activity Based Management, job order working progress, Datawarehouse, Oracle and Sap);
- Strategy (Market positioning, market oriented, BTB marketing, Balance Scorecard & Key Performance indicators);
- Audit & Governance (risks evaluation, sample check methodologies);
- Corporate Finance (Cash Flow Analysis, performance balance indicators analyses, beta analyses, corporate evaluation project financing, M&A)
- Business English

[30/11/2004 – 14/02/2007]

Bachelor's Degree in Economics

University of Siena <https://www.unisi.it/>

City: Siena | **Country:** Italy | **Field(s) of study:** Business, administration and law: • *Management and administration* | **Final grade:** 97/110 | **Level in EQF:** EQF level 6 | **Thesis:** State Debts and the Dynamic of Countries Premium Risks after the Implementation of European Monetary Union.

- International Trade and Monetary basic theories
- Macroeconomics
- Microeconomics
- Public Government Economics
- Industrial Economics
- Accountability and Finance
- European Monetary Union basic theories

[30/11/1999 – 12/10/2004]

Master's degree in Political Science and International Relations

University of Siena <https://www.dispi.unisi.it/it>

City: Siena | **Country:** Italy | **Field(s) of study:** Social sciences, journalism and information: • *Political sciences and civics* | **Final grade:** 118 | **Level in EQF:** EQF level 7 | **Thesis:** trade-off between European Integration Process and the Enlargement to European Central and East Countries

- International Organizations Regulations;
- European Law and Procurement;
- European Integration History;
- International Law;
- Political Science.

LANGUAGE SKILLS

Mother tongue(s): Italian

Other language(s):

English

LISTENING C1 READING C1 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

French

LISTENING B2 READING B2 WRITING B1

SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user

SKILLS

artificial intelligent | chat gtp | deep search | google work | use spreadsheets software

29/04/2025