

EUROPEAN
CURRICULUM VITAE
FORMAT



PERSONAL INFORMATION

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Nationality	Italian
Date of birth	13/03/1967

PERSONAL SKILLS
AND COMPETENCIES

23 years' experience **working with politicians, policy makers, regulators, academics and third parties** specifically in developing new public and private business using national and European funding.

19 years' experience in **creating, building and leading major initiatives within complex public and private organizations** with a track record of successful cross-functional business development processes and large scale international consortia including EU and local institutions, EU/national/local policy-makers, industry players and a large variety of other stakeholders including non-profit groups.

19 years' experience in **EU Projects management, leading or being part of multidisciplinary team** involved in innovative projects and programmes bridging technology trends and public policies in particular in the transport sector. **Specific experience is leading communication and dissemination activities.**

12 years' experience in supporting the European Commission in the **evaluation of innovative projects**, assessing their impacts in respect of the EU policies specifically in the domain of R&D, Trans European Network and Intelligent Energy projects.

A **problem solving nature** that evidences itself in the ability to put together large complex B2B and B2C projects in the private and the public sector with a **specific strength to link complex technology questions with policy opportunities and needs.**

Execution and results driven with ability to **bring strategy and innovative projects to life at operational level**, specifically using national and international funds.

Good communication skills with the ability to translate complex approaches into an understandable language. Frequent speaker at international conferences.

WORK EXPERIENCE

- Dates
 - Name and address of employer
 - Type of business or sector
 - Position held
 - Main activities and responsibilities
- June 2012 till now**
Circle srl, Via Moncenisio 75- 20142 Rozzano Milan, Italy
Consultancy / Information Technology / Business development & Innovation
Business development and funding Director
Member of the Management Board
Shareholder
- Business Development and Funding Director**
Main goal is to develop the customers' business using an appropriate mix of innovative approaches, technologies and private/public funding (national and international projects).
Specific focus on communication and dissemination activities.
- Manager of the European Portal on Motorways of the Sea – www.onthemosway.eu the digital multichannel marketing tool for transport and logistics.**
- Actual projects (managed or in preparation) – overall value of eligible costs close to 20 million €.**
Specific maritime / logistic projects:
- MIELE (TEN T MOS) on directive 65 implementation
 - TRAINMOS (TEN T MOS)
 - WIDERMOS (TEN-T MOS)
 - ANNA (TEN T MOS) – on directive 65 implementation
 - TIGER DEMO (7FP)
 - CHEMLOG (Central Europe)
 - POSSE (Interreg)
 - IFREIGHT MED (MED)
 - NEREIDAS (TEN-T)
 - TRAINMOS 2 (TEN-T)
 - ON THE MOS WAY NETWORK (MARCO POLO)
 - POSEIDON MED (TEN-T MOS)
 - RCMS (H2020)
 - SYNCHRONET (H2020)
 - DOCKSTHEFUTURE (H2020)
- Actually consulting several public and private enterprise on business development, and EU funding and **EU dissemination and communication** activities such as:
- RAM (Italian ministry agency)
 - Dutch ministry of transport
 - Institute of Mobilitate and Transporte – Portugal
 - Israeli Aerospace Industry
 - Port Authority of Melilla, La Spezia, Savona, Leixoes, Koper and Burgas
 - Eurogate / Contship Group
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- Dates (from – to)
 - Name and address of employers
 - Type of business or sector
 - Occupation or position held
 - Main activities and responsibilities
- June 2007 till now**
European Commission, EACI
European Commission, TEN-T agency
European Commission, DG Information Society
Consultancy
Independent expert for the evaluation of innovative projects in the following fields:
- **Intelligent Energy for Europe – ICT**
 - **Trans European Transport Network – Intelligent Transport Systems**
 - **7th Framework programme for Research and Development – ICT for transport**
- Main goal is to evaluate project proposal in relation to the different EU policies in transport, ICT and technologies.
Moreover the assessment is also regarding:
- the soundness of concept
 - the progress beyond the state of the art for R&D projects
 - the quality of the methodology and of the work plan
 - the partnership and the project management
 - the dissemination and exploitation plan
 - the maturity of the project

MAIN RESULTS: nearly 200 projects assessed

- Dates **April 2008 – May 2012**
- Name and address of employer *Cap spa, Lungo Bisagno Dalmazia 71, 16137, Genova, Italy*
- Type of business or sector *Consultancy / Information Technology*
- Position held **Head of the Funding Advisory Team
Mobility, Ticketing, Fidelity Consultant**
- Main activities and responsibilities **Head of the Funding Advisory Team**
Main goal is to develop the company and the customers' business using innovative projects involving private and public partners.
 - Opportunities monitoring and scouting
 - Thematic meetings contents coordination and promotion
 - Project objectives/programs/partners matrix definition
 - Fitting EU co-funding program selection
 - Project draft, preliminary check, program Managing Authority meeting
 - Consortium building support
 - Project proposal preparation and presentation
 - Proposal integration and negotiation with program Managing Authority
 - Project Management
 - Reporting*The administrative part of the projects are managed via a 3 persons team whilst the technical part of the projects dealing with different technologies in different fields (transport, logistics, web, infomobility,...) are managed via specialized multidisciplinary team.*

MAIN RESULTS: more than 15 innovative projects funded (success rate over 80%) – more than 2 million euro funding – actually running 3 major ICT EU projects dealing with ICT and transport and logistics policies.

Mobility, Ticketing, Fidelity Consultant
Mail goal is to design, sell and manage new company solutions on contactless smart cards and mobile ticketing and to provide consultancy to policy makers in the field of technology applied to transport.

MAIN RESULTS: more than 10 projects managed in the last two years with different customers such as transport operators, municipalities and ski resorts.
- Dates (from – to) **December 2004 – March 2008**
- Name and address of employer *AMI spa, Via Montaldo 2, 16137, Genova, Italy*
- Type of business or sector *Mobility Agency*
- Occupation or position held **Head of Projects and Systems Unit / Member of the management board since 2006**
- Main activities and responsibilities *Development and management of Intelligent Transport Systems projects using national and EU funds. Coordination of a multidisciplinary team (13 persons)*

MAIN RESULTS
Several projects managed at local, national and European level dealing with urban mobility policies such as:

 - **Flexible bus and taxi services**
 - **Multimedia traffic and travel information service including web portals****European project manager of the project SIDDHARTA (Life programme) and FLEXIS (Interreg IIIC)**
Participation in nearly 15 EU projects
- Dates (from – to) **December 2000 – December 2004**
- Name and address of employer *POLIS, Rue du trone 98, B-1050 Brussels, Belgium*
- Type of business or sector *Network of European cities and regions working together to deploy innovative technologies and policies for a more sustainable mobility*
- Occupation or position held **Member of the Management Board representing the city of Genoa**
- Main activities and responsibilities *Approval of strategic plan of the network and of the annual budget
Support to the general director in the network management specifically with the organisation of new projects and events*

MAIN RESULTS

 - **Development of specific ITS project proposals and concepts in order to follow**

the existing EU policies

- **Organisation of several events such the annual POLIS conference held in Genoa in December 2004**

- Dates (from – to) **February 1996 – November 2004**
- Name and address of employer
AMT spa, Via Montaldo 2, 16137, Genova, Italy
 - Type of business or sector
Public transport services
 - Occupation or position held
Till November 2000, employed in the Studies and Systems Sector
Since December 2000 **Head of the Research and Development Unit**
- Main activities and responsibilities
Development and management of innovative mobility projects specifically in terms of R&D.
Coordination of a multidisciplinary team (5 persons)
MAIN RESULTS
Several projects managed at local, national and European level dealing with urban mobility policies such as:
 - **Traffic control centres**
 - **Fleet management**
 - **Bus priority at traffic lights**
 - **Road pricing**
 - **Freight delivery****European project manager of the project PRISCILLA (5th FP R&D)**
- Dates (from – to) **January 1995 – January 1996**
- Name and address of employer
Centro Studi Traffico, Via Cesare Correnti 21, Milano, Italy
 - Type of business or sector
Transport consultant
 - Occupation or position held
Head of the Urban Traffic Plan office in the city of La Spezia, jointly managed with the local municipality
- Main activities and responsibilities
Coordination of the local team in charge of traffic surveys (25 students)
Traffic simulation and impact scenario
Supporting the local politicians in the stakeholders consultation about the Urban Traffic Plan

EDUCATION AND TRAINING

- **Dates**
- Organisations providing training

- Principal subjects & skills

2004 till now

- Freight Leaders Club,
- Politecnico di Milano,
- Teach srl,
- IZET Hamburg,
- Bocconi

Post degree courses

- Freight transport and logistics,
- Communication networks,
- Project management,
- Decision Support Systems,
- Project financing,
- Information technology business plan.

- **Dates**
- Organisation providing training
 - Principal subjects & skills
- Title of qualification awarded

November 1996 – January 2004

University of Genoa

Transport planning and management

Degree Civil Transport Engineer (110/110)

- **Dates**
- Organisation providing training
 - Principal subjects & skills
- Title of qualification awarded

September 1981 – July 1986

Liceo Scientifico Enrico Fermi, Genoa

Scientific high school degree

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

ENGLISH

GOOD

GOOD

GOOD