

EUROPEAN  
CURRICULUM VITAE  
FORMAT



PERSONAL INFORMATION

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Nationality Italian  
BRT GZN 53H05 H501J  
Date of birth 5 JUNE 1953

WORK EXPERIENCE

- *Dates (from – to)* July 2013 to date
- *Name and address of employer* Italo Latin American Institute (IILA Italy), National and International Institutions, Private Industries
- *Type of business or sector* Industry , Finance, Industrial/economic development
- *Occupation or position held* Senior Advisor
- *Main activities and responsibilities*
  - International Project Management , International Cooperation
  - Technology scouting and transfer, Private investment
  - Project/programme formulation, assessment and evaluation
  - Feasibility Studies, Business Plan
  - Financial schemes, fund raising
  - Selection and Assessment of Project Portfolio for Private and Public Funds
  
- *Dates (from – to)* August 2003 – June 2013
- *Name and address of employer* United Nation Industrial Development Organization (UNIDO)  
International Center for Science and High Technology (ICS)  
99, Padriciano - 34012Trieste – Italy
- *Type of business or sector* Science and Technology Development and Transfer
- *Occupation or position held* Deputy to Managing Director, Chief of High Technology and New Materials Area,  
Area Coordinator Renewable Energies and Biofuels
- *Main activities and responsibilities*
  - Providing advice to the UNIDO Headquarters in Vienna to formulate ICS policy, priorities, and objectives in the field of sustainable economy, knowledge and technology acquisition, transfer and management as well as investment promotion and application of scientific and technical innovation
  - Establishing and maintaining contacts between ICS and public/private sector in developing countries, in transition economy and industrialized counties, including activity of fund raising;
  - Supervising and coordinating the definition and implementation of technical assistance and research project portfolio, planning and budgeting;
  - Responsible for and supervision of Technology Services, including Information Technology and e-learning; identify fields for, and work towards, integration of ICS and UNIDO strategies and projects;
  - Defining and streamlining the implementation process of each activity within the Area of

High Technology and New Materials (Renewable Energies, Local Agro Based Resources Valorization, Nanotechnology, Advanced Materials, Information and Telecommunication, and Laser Application);

- Supervising of project negotiation/implementation in cooperation with Regional and Multilateral Organization (EU, UNEP, UNCTAD, Africa Union, CAF, IDB etc.) as well as European Commission;
- Designing and setting up of sustainable innovation centres to be linked with the network of ICS and UNIDO affiliated research/innovation centres, including drafting of business plan and financial agreements. Designing and creating Investment Fund and Venture Capital for high technologies. Fund raising
- Participating into several working groups and task forces to study the scientific, technical, industrial and trade cooperation mainly between Emerging Countries and European Union;
- In the absence of the Managing Director, responsibility for executive day-to-day management of ICS (From April to December 2005: Acting Managing Director).

- Dates (from – to)
- Name and address of employer

September 1987– July 2003  
UNIDO Investment and Technology Promotion Office (ITPO)  
Largo Domodossola 1 – 20145 Milano, Italy  
Via Beverara, 123 – Bologna, Italy

- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Investment and Technology Transfer  
Investment Promotion Expert - Deputy Head (from January 1994)

- Assisting the Head Office in defining work programmes and objectives and in securing the smooth functioning of the office and country programmes and the related budgeting and administration. Full responsibility of the Milan Office;
- Participating in the design, negotiation and start up of UNIDO network of Units located in selected Mediterranean Countries (IPUs) and funded by Italian Government encompassing a total of \$ 70 million of bilateral credit lines supporting technology transfers and innovation;
- Direct supervision of Investment Promotion Units (IPUs) in Egypt, Jordan, Morocco, Tunisia, Uganda and Viet Nam ;
- Mobilization of financial resources for the implementation of industrial investment projects as well as ITPO technology transfer programmes, in particular from the General Directorate for Development Cooperation of Italian Ministry of Foreign Affairs,(art. 6 and 7 law 49/87, SIMEST) the Italian Institute for Foreign Trade, Italian Fairs and Chambers of Commerce, European Union, IFC, Inter American Developing Bank, OPEC Fund and other regional and national financial institutions;
- Designing negotiating and implementing projects/programmes aiming at industrialization and trade facilitation mainly in agroindustry, textile, leather, mechanics, etc. as well as projects within the framework of Montreal and Kyoto Protocols.
- Screening and formulating investment and technology projects in Mexico, South America, Cuba, India, Viet Nam, DPR for Korea, China, etc. for local, regional and European markets
- Carrying out feasibility studies and business plans as well as cost-benefit analysis;
- Planning and developing promotional methodology and tools such as Project Profile, Data Bank, follow up, format and procedures;
- Participating in the development of DIPP and PROSPIN, software packages for following up investment promotion activities and carrying out financial evaluations on investment.

- Dates (from – to)
- Name and address of employer

January 1983 – August 1987  
UNIDO United Nation Industrial Development Organization  
UNIDO Nacional Financiera Project  
Venustiano Carranza, 25 - México City– México

- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Industrial Development  
International Expert

- Coordinating National and International Experts working in sectoral studies on food equipment production, agricultural equipment, electronics, energy production, turbine manufacturing and steel processing as well as industrial and economic studies for Mexico, Brazil, Argentina and Nicaragua;
- Drafting and revising feasibility studies for capital goods production resulting in a total of

more than \$ 500 million of investment;

- Special Advisor of LATINEQUIP, company belonging to Nacional Financiera, Banco Provincia Buenos Aires and Banco Sao Paolo, dealing with the support and finance of technology transfer and trade within Latin American countries;

- Dates (from – to)
- Name and address of employer

June 1980 - December 1982

AGIP Nucleare

Centro Ricerche Agip Nucleare di Medicina

Fossatone – Medicina, Bologna. Italy

- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

Design and development of Nuclear Components and fuels

Research and Development Engineer (Nuclear and Structural Components)

- Research and development in different areas of nuclear fuels and components productions including uranium pellets, advanced ceramic and composite materials;

## EDUCATION AND TRAINING

- Dates (from – to)
- Name and type of organization providing education and training
- Principal subjects/occupational skills covered
  - Title of qualification awarded
- Level in national classification (if appropriate)

October 1972 – December 1978

Università degli Studi – La Sapienza. Rome Italy

Nuclear Physics, Energy Production

*Laurea in Ingegneria Nucleare*

*During the assignment in Mexico, specialization in economics and finance*

**PERSONAL SKILLS  
AND COMPETENCES**

*Acquired in the course of life and career  
but not necessarily covered by formal  
certificates and diploma*

Among the most relevant achievements in the last years of activities, it is worth mentioning

**Senior Advisor**

- More than 30 business plans for private enterprises operating in different industrial sectors in view of funding from private/public/multilateral financial institutions
- Feasibility study for private enterprise as per request from European Investment Bank
- Business plan supporting the setting up of : Impact Investment Fund, Technology Centre for Biofuel Palestine - Energy for Growth
- Several Concept Papers supporting developing and technology programmes for Balkan countries, cluster and territorial development

**UNIDO**

- Design and development of ICS/UNIDO strategy for a) innovation and knowledge transfer and application, b) networking and partnership, c) applied research projects within a network of international centres of excellence, d) project sustainability e) green economy
- Concept, design and set up of African Innovation Centre Network for Nanotechnology
- Concept and design Incubators and SMEs Support Centre in Croatia
- Set up and supervision of a network of UNIDO offices in selected Mediterranean countries, as well as in Uganda and Viet Nam.
- Concept, design and set up of : a) Innovation Centre (\$ 1.0 million) and a Venture Capital Fund (\$ 20.0 million, agreed by public and private investors), for high technologies Guanajuato - Mexico b) Venture Capital Fund for Biotechnology in Latin America (\$ 10.0 million) c) Venture Capital Fund for Nanotechnology – Sri Lanka (\$ 15.0 million) d) Production of Biodiesel from *jatropha* - Paraguay (\$3.6 million granted by Inter American Developing Bank)
- Concept and design of Renewable Energies Observatory for Latin American Countries
- Definition supervision of studies on Renewable Energy Application in selected DCs and Regions,
- Special advisory services to Government Institutions of Italy, Sri Lanka, Croatia, Paraguay, Mexico,- Project appraisal and evaluation Attraction of private investment
- Supervision and coordination of studies, *ad hoc* research and innovation projects including training programmes in several sectors: nanotechnology, renewable energies, laser, bio and green economy, valorisation of local renewable resources, agroindustry value chain, etc. with special attention to the sustainable impact to local industry and economy
- Design and formulation of technical and cooperation programmes: Argentina for Agro-industry: trade facilitation, quality control and certification, innovation , guarantee funds (\$ 5.2 million), Serbia for development of local SME sector (\$ 2.0 million), Libya for quality control and laboratory certification (\$ 1.2 million), Palestine for recycling of waste (€ 3.0 million), as well as renewable resources and training in mining sector ( total of € 0.6 million);
- Design and development of specific instruments/ software for: spin off assessment, laboratory testing certification, decision support as well as ITPO and ICS Portal.
- Design and implement of Post Graduate Course in Innovation and Technology Management in cooperation of Ferrara University (Italy)
- Organization and held training courses in selected scientific fields, as well as chaired or co-chaired several workshops and seminars mainly on innovation strategies, investment and technology transfer, sustainable economy
- Member of Italian Nanotechnology National Programme (PNIC Federchimica).
- Member of Renewable Energy and Energy Efficiency partnership (REEEP) Regional Steering Committee for North Africa
- Associated Member of CIRPS *Centro Interuniversitario di Ricerca Per lo Sviluppo Sostenibile*
- Member of CeSPI Steering Committee (Centre of International Policy Studies)
- Member of MAN.SE.F., an NGO dealing with projects in DCs

**MOTHER TONGUE  
OTHER LANGUAGES**

- Reading skills
- Writing skills
- Verbal skills

**Italian**

<b>ENGLISH</b>	<b>FRENCH</b>	<b>SPANISH</b>
excellent	excellent	excellent
excellent	basic	excellent
excellent	excellent	excellent

## SOCIAL SKILLS AND COMPETENCES

*Living and working with other people, in multicultural environments, in positions where communication is important and situations where teamwork is essential (for example culture and sports), etc.*

- Rome University Swimming team (*CUS Roma*) member.
- UNIDO Football Team member
- Cooperation with SCILLA, an humanitarian NGO operating in Africa

## ORGANIZATIONAL SKILLS AND COMPETENCES

*Coordination and administration of people, projects and budgets; at work, in voluntary work (for example culture and sports) and at home, etc.*

- UNIDO International Centre for Science and Technology  
Budget: € 3,5 million per year + additional funds (between € 0.5 and 3,5 million per year)  
Employees Supervised: 3 professionals, 13 general staff, more than 20 international consultants/year and around 20 fellows/year as well as a total of more than 200 professional within a network of 10 Innovation Centres

- UNIDO Investment and Technology Promotion Office  
Core Budget: € 1,2 million per year + additional funds (average € 0,2 million per year)  
Employees Supervised: 7 professionals, 2 general staff, 5 delegates

IPUs Budget: € 7.0 million biennium budget for Egypt, Jordan, Morocco, Tunisia, Uganda, Viet Nam units. Furthermore, around € 70 million of bilateral credit lines for Mediterranean Countries  
Employees Supervised: 11 professionals, 9 general staff, 10 local professionals within the IPUs network (6 offices)

Budget Argentina project for trade facilitation, quality control and certification, investment promotion: \$ 5.2 million.  
Employees Supervised: 2 professionals, 3 general staff, around 5 international experts (first phase)

- UNIDO NAFIN Project  
Budget: 1,0 million USD per year  
Employees Supervised: 6 international experts, 2 national experts, 3 associated experts, 4 general staff

- AGIP Nucleare  
Employee Supervised: 2 professionals

## SPECIFIC AREA OF ACTIVITY

- International Project Management , International Cooperation
- Industrial and Technology Development;
- Applied research and technology transfer, Private investment
- Project formulation, assessment and evaluation
- Investment and Finance ;
- Industrial and Economic Policy in Developing Countries;
- Feasibility Studies, Business Plan, Cost-Benefit Analysis; Sustainability

## ADDITIONAL INFORMATION

### **Selected Publications and Papers (2006 to date):**

*Incubators – Croatia (concept paper – draft) 2013*  
*Internationalization of Italian Industry (concept paper in Italian) 2013*  
*Energía Sostenible para todos - 2012*  
*Bio-industry, an opportunity for Developing Countries - 2012*  
*Waste-to-energy production: lignocellulose biofuels from agro-waste. Opportunity for DCs and Role of ICS – UNIDO – 2011*  
*Indonesia - Establishment of Technology Centre for the Exploitation of Renewable Resources for Energy Production.- 2011*  
*Innovation and Territorial Development in Latin America (English and Spanish) 2008*  
*Propuesta para el establecimiento del “Fondo Mexicano de Capital de Riesgo” - 2008*  
*Renewable Energies: Survey of Appropriate Technologies and Perspective for Latin America and Caribbean. - 2008*  
*Renewable Energies: Survey of Appropriate Technologies and Perspective for Africa - 2008*  
*Supports in favour of Renewable Energy. Overview of EU models and experiences - 2008*  
*Laser technologies: a step forward for SMEs. - 2007*  
*Technology Transfer and Innovation Centres A new approach - 2007*  
*Technology transfer- Training Manual - 2007*  
*Rural ICT Participatory Appraisal (RIPA) - 2006*

### **Main assignments in developing countries:**

2001 -2012 Costa Rica, Colombia, South Africa, Zambia, Tanzania, Ethiopia, Malaysia, Malawi, Tanzania, Peru, Uruguay, Brazil, Indonesia, Mexico Venezuela, Argentina Tunisia, Egypt, Jordan, Morocco, Uganda, Bahrain, Libya, Sri Lanka  
1996-2000 DPR of Korea, India, China, Albania, Viet Nam, Egypt, Colombia, Cuba, Uganda, Jordan, Kenya, Tunisia, Chile Palestine, Bosnia-Herzegovina