

**GIOVANNA DALL'ORA**  
Place and Date of birth: Verona, 25/03/67

**EDUCATION**

- 2004/05      **MAG1/Banca Etica/ Microfinanza s.r.l. Verona**  
Micro-credit and new financial tools
- 1998          Mater Development Economy Sant'Anna School Pisa
- 1994          **Università Statale di Milano, Italy**  
Laurea in Giurisprudenza, Master in Law

**BUSINESS EXPERIENCE**

- 2021      project manager AREA12 consulting program manager ANPAL founding for SMEs
- 2016      business consultant for Embassy of India commercial office Rome
- 2013-      Sr Project Manager, European Operation – Business Consulting Company The ITPA India
- 2011-13      Freelance journalist for Al Ahram Online, Egypt

- 2008-2012      **Italian Trade Commission, I.C.E., Italian Embassy, Cairo, Egypt**
- Organisation B2B, analysis identifying new business opportunities, monitoring foreign investment in Egypt, public relation
- 2002 -2008      **CPM Centro Progettazione Management, CPM – Verona University**  
**Project Manager**
- Organisation of an International Workshop in Beijing about China investment opportunities with the association Asia Invest Enterprise. Led to Beijing a group of Italian entrepreneurs and managers interested in business opportunities in China, 2004 and 2005.
  - Country Investments analysis identifying new business opportunities, and development of consortium agreements. Drafting of project proposals in the field of regional economic planning, and SME development; Municipality of Isfahan, Iran
  - Fish sector analysis and research of European funding and commercial partners; Cambodia
  - Micro-credit project for rice producers in Vietnam in collaboration with Caritas
- 2001 - 02      **Consulting Company Agmin, Verona**  
**Proposals and Bid Manager**
- Design and management of projects and participation to European tenders (EuropeAid) Business development, development project tendering process: proposal preparation and writing, consortia agreement and set up
- 1998 - 2001      **Verona University**  
**Department of Economics of Development - Assistant**
- Women work organisation and micro-credit project in India for NGO Child
- 1997 - 98      **FAO Roma, Italy**  
**Press Office Internship**
- Contribution to the organisation of Press Office
- 1995 - 97      **CESPI, International Policy Studies – Roma, Italy**  
**Research Assistant**
- Research on SME organization in developing countries

**OTHER EXPERIENCES**

- 'Africa' magazine, writing of several articles about Business, Political and Social Life in Developing Countries
- Press Office Minister of Cultural, Italy
- Voluntary service in India, several time, and South America.

**LANGUAGE SKILLS**

- English (excellent), Spanish (good)

**TRAINING**

- University of Rome/UNICEF - Interdisciplinary Course in International Cooperation, 1998/99
- CESPI-University of Rome - International cooperation for SMEs, 1999
- ISPI Milan, Institute for International Political Studies - Environment and Development: Sustainable Economics, 2001/02

- RIDITT-IPI - Financial and IT knowledge transfer, 2004
- Scuola di Alta Formazione Sant' Anna Pisa - High formation course in agro-silvo-pastoral management system and rural development in tropical area, 2004
- WIPO - Technology transfer and protection of intellectual and industrial property, 2005

#### INTERESTS

- Keen reader, interest for visual art and theatre. Passion for different culture and geo-economics
- Strong multinational culture formed through extensive travel and life in different countries
- Sports: swimming, skiing, running, fencing, tennis, trekking

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Luca Pede  
Giuseppe Dell'Orto

Venezia 17 maggio 2022