

# MARCO FEDATO



## ABOUT ME

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People-enthusiast manager with 15 years experience in the public sector.

Organized and managed internationalization programs with relevant operations held abroad: deep expertise in the support to Italian enterprises and foreign corporations in export and FDI projects.

Managed relevant policy advocacy actions towards national and regional institutions and promoted public-private partnerships to enhance the competitiveness of the territory.

Held strategic business relations and negotiations with C-level decision makers.

Team building passionate, managed teams of 10+ members.

## PROFESSIONAL EXPERIENCE

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### ***Promos Italia – Italian Chambers of Commerce National Agency for Internationalization Investment Department (IPA - Investment Promotion Agency)***

Sept 2017 – Present  
Milan, Italy

#### **Head of Investment Promotion Department**

Heading the agency's IPA in the global strategy and actions to attract foreign investors in Milan, Lombardy region and Italy

- *Managed the FDI program for the city of Milan within Milano&Partners' dedicated team: created a pipeline of 400+ foreign companies*
- *Developed and launched the new regional competitiveness agreement (AttrACT) between Lombardy Regional Government and 56 Municipalities*
- *Redefined the long-term strategy of "Invest in Lombardy" brand and enhanced the "Partner Program" network with 25+ private partners*
- *Led internal team of 12 members to successfully support 150+ FDI projects per year (1,5 billion € pipeline) from 20+ countries*
- *Hold direct strategic negotiation for project development and public funding with C-level decision makers at national and regional government (2021-2022: 3 mln € budget)*

Jan 2015 – Aug 2017  
Milan, Italy

#### **Global Development Manager**

In charge of business development and international promotion

- *Developed the overall project through extensive international strategy in 10+ countries*
- *Organized 20+ national and international events aimed at promoting the competitiveness of the territory and engaging foreign corporations*
- *Led different teams up to 4 Promotional managers in the advisory to 200+ companies per year for Greenfield and M&A investment projects*

### ***Promos – Milan Chamber of Commerce Special Agency for Internationalization International Promotion Department***

Mar 2011 – Dec 2014  
Milan, Italy

#### **International Project Manager**

Capital Goods, New Tech & Services

*International business specialist, trade missions and special projects coordinator  
Designed and managed international expansions' tailor made strategies and tools for 100+ Italian companies in target foreign markets: USA, Brasil, Russia, Iran, Saudi Arabia, UAE, Middle East, South Africa, Russia*

Febr 2008 – Febr 2011  
Milan, Italy

**International Junior Project Manager Asia  
(India and China focus)**

*Worked as international trade and emerging markets analyst and SMEs specialist. Conceived and organized 30+ trade missions and exhibitions: projects handled in India (Mumbai, Delhi, Chennai) and China (Shanghai, Guangzhou, Chongqing)*

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**EARLY STAGE PROFESSIONAL EXPERIENCE**

Sept 2006 – Feb 2007  
Milan, Italy

**Intern at Pwc**  
Audit and Assurance Services

Spring 2006  
Milan, Italy

**Intern at Fiera Milano**  
International Marketing and Territorial Development Projects  
Department

Summer 2004  
Brazil

**School Programme Coordinator – Sao Luiz Maranhão**  
"Pão da Vida" Childhood Institute: coordinator and teacher

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**EDUCATION**

Oct 2004 – Mar 2007  
Milan, Italy

**Università Commerciale Luigi Bocconi**  
Master of Science in Economics and Management of Public Administrations and International Organisations (2 years programme)

Sept 2005 – Feb 2006  
Paris, France

**Sciences-Po - Institut d'Etudes Politiques**  
Master of Science in Economics and Territorial Marketing Management

Sept 2001 – Jun 2004  
Milan, Italy

**Università Commerciale Luigi Bocconi**  
Bachelor's Degree in Management of Public and International Organisations

Sept 1996 – Jun 2001  
Sondrio, Italy

**Liceo Classico G.Piazzi, Sondrio**  
High School Diploma

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**ADDITIONAL EDUCATION**

Spring 2014  
Milan, Italy

**NIBI - New International Business Institute**  
Short Master in Internationalization

Fall 2012  
Milan, Italy

**ISPI - Institute of International Political Studies**  
Advanced Diploma in Financial Institutions and Development

Summer / Fall 2007  
Toronto, Canada

**University of Toronto, Canada**  
International Summer Programme

1999 - 2007

**Summer School Programs**  
UK (Bell School, London), Spain (Cervantes Institute, Barcelona), Cuba (University of Havana)

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**LANGUAGES**

Italian: mother tongue   English: fluent   French: fluent   Spanish: intermediate   Portuguese: elementary

## MAIN INTERESTS AND FURTHER ACTIVITIES

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*Passionate about sports, travels, music and cultures: feeling myself a citizen of the world*

Jan 2015 – Present  
Milan, Italy

**Volunteering at Famiglia Martin Charity Association**

Jul 2014 – Present  
Milan, Italy

**Bocconi University Alumni Association - BAA**

Topic on Public Sector and International Organizations (Conceived BAA activities and strengthened Bocconi Alumni network)

2017 – 2018  
Paris - Barcelona

**Marathon finisher**

2002 – 2007  
Milan, Italy

**Bocconi University – CUS Milan basketball team**

1992 – 1998

**Extensive sports practice**

Agonistic short track ice skating

*In compliance with the Italian legislative Decree no. 196 of 30/06/2003, I hereby authorize the use and process of my personal details of the current document.*