

## Curriculum Vitae – Roberto CARPANO

A world-class executive with a solid career history of delivering strategic and technical leadership across global organisations and a constructing framework that addresses challenging political environments. Possess a strong commitment to equity and corporate development with a proven track record of cultivating productive relationships with international and EU agencies, drawing on extensive field experience and working proficiency in three languages. Respected leader, mentor and trainer, combining vision and creativity to launch programs that effect positive change.

Proposed role in the project	
1. Family name	CARPANO
2. First names	Roberto
3. _____	_____
4. _____	_____
5. _____	_____

6. Education:				
#	Institution	Date from	Date to	Degree(s) or Diploma(s) obtained
A	University of Perugia – CeSAR, Italy	January 1984	April 1986	Master degree in Development Cooperation
B	University of Perugia, Italy	October 1978	July 1983	Laurea 110/110 ((cum laude) Bachelor degree equivalent) in Agricultural Science
C	London School of Marketing - Imperial College	February 2015	February 2015	Master Class Certificate, Digital Communication and Media

7. Language skills:				
Language	Reading	Speaking	Writing	
Italian		Mother tongue		
English	C2	C2		C2
French	C2	C1		C1

8. Other skills		PC Literate
9. Present position		Consultant
10. Years within the firm		1

11. Key qualifications (Relevant to the project)		Ref #
Experience		
• EU Development Programmes		
• Full Project Cycle Management		
• Assessment / Monitoring (ROM) / Evaluation		
• Programme Management		
• Staff Leadership & Teambuilding		
• Training Programmes		
• Tendering, strategic Planning & Execution		
• Civil Protections		
• ENI East and South countries		
• EU-Asia Relations		
• SDGs		
• Human Rights / CSOs		
• Natural and Cultural Heritage		
• R&D in new technologies		
• Cross Border Cooperation (CBC)		

12. Specific experiences			
Country	Date	Country	Date
ENPI South and East Countries	2003 to date	India	1997 – 2000
Turkey	2021 - 2022	Vietnam	1991
South and S. East Asia	1992 – 1996	Ethiopia	1986 – 1988
The Philippines	1988 – 1991	Niger	2000
Liberia	2011 – 2022	Ethiopia	1986 – 1987
Nigeria	2000	Romania	1996
Vietnam	1991	Latvia	1997
Belgium	1992 - 2000	Russia	1998
Hungary	1989	Ukraine	2010
India	1997 – 2000		

Ref.	From	To	W D	Location	Company	Position	Description
54	31.01.2023	31.12.2023	50	Italy	RPJ	Team Leader	Design of the proposal for the COSME-funded Digi tour Vouche2, design and implementation of 10 walking and biking tours in Rome (translated in 4 languages). Each tour comprises not less than 20 Points of Interests and 80 pictures. Tours can be downloaded from the SmartGuide Application. As TL, I was in charge for technical and financial management of the contract.
53	29.05.2023	2.05.23	3	Italy	Italian Trade Commission (ICE)	Senior trainer	Training session on EU funding and procedures for Master Course CORCE, 55 editions.
52	01.2023	To date	30	Italy: Torino, Verona, Bologna, Roma, Pescara, Napoli, Palermo, Trieste	Italian Trade Commission (ICE)	Senior Trainer	8 Training sessions (2 days each) for Italian SMEs and coaching on EU Procurement procedures for services and supplies in the framework of ICE Tender lab initiatives. Training includes development of e-learning materials on procurement sources identification, entry test, face2face training with study cases and simulations, exist test. Coaching was delivered on a distance basis on tenders developed by SMEs.
51	09.2022	9.2022	12	Liberia (Monrovia)	AESA	Senior Trainer	Training session for ONAO staff on design of Technical Specifications, Bill of quantities and develop of check list for assessing the quality of the TS and BoQs designed by the line agencies
50	10.2021	10.2022	220	Italy, Turkey	Pangeas sc	Chief Operation Officer (COO)	Guide the international process of Pangea sc, (4.0 Rural development, Circular economy, Urban planning and cultural heritage, Energy consumption assessment), boost the organizational changes to achieve the international process, build the development strategy, guide the tendering process, develop relations with donors, partners and stakeholders, coordination of the staff (10 professionals).
49	01.2021	12.2021	9	Office based	DAI, SWITCH – Asia programme	Senior Assessor	Assessing (ex-ante evaluation) of CNs and FAs of SWITCH Asia programme. The programme is integral part of the EU Flagship Initiative to Green8 for the achievement of SDG12 on Sustainable Consumption and Production (SCP) in Asia.
48	02.2021	07.2021	30	Turkey	IZI spa	Senior Coach and Trainer	Technical Assistance and training to the EU-funded project "Farm Accountancy Data Network" (FADN). Support to the Turkish Ministry of Agriculture to harmonize data structure, quality and testing system with respect to EU regulations, drafting guidelines to the advantage of local officials involved in data collection and management.
6,46a,47	2020	2021	6	Office - based	Italian Trade Commission (ICE)	Senior Coach	Distance coaching to SMEs in Ethiopia and Uganda in the Agri-food sector (Horticulture and Caffe). Coaching objective was twofold: to assess their international and national MKT strategy and to support the SMEs in the identification and application process for international funding.
45 (EN)	04.02.2020	15.04.2020	13	Hungary	Danube Transnational Prog Hungarian Ministry of Finance Technical Sec.	Senior Trainer	EU External Action. Preparation of e-learning training materials and social communication tools for ICE edu-platform on International Tenders and contribution to the design of the eLearning strategy. (7 training units) including contents for social media communication.
44a	2019	2020	10	Office - based	Luciano Pradal WOOD srl	Consultant	Strategic, operational, qualitative and quantitative evaluations of 13 project proposals submitted under the 3 <sup>rd</sup> call assessment for Danube Transnational Programme, specific objective 2.2 "Natural and Cultural Heritage", Priority 2.
43	12.2018	01.2019	10	Liberia	AESA - Agriconsulting Europe SA	Senior Trainer	Identification of financial Instruments EU (External Investment Plans) to support the acquisition of a Saw Mill in Cameroun (1.200.000 €), design of the proposal and presentation to IFIs.
42	07.2015	07.2015	8		fat.costa@yahoo.com		Training on Grant Management for CSOs and NAO. Training on Basic PRAG for Line Ministries officials (3d mission) and NAO. Design and deliver of training course on "Aid effectiveness and Partnership" to NAO staff in Monrovia.
40	04.2018	11.2018	110	Italy	Italian Trade Commission (ICE)	Training Coordinator / Trainer	"In gara con noi - tender Lab" was a project targeting SMEs financed by Italian Ministry of Foreign Affairs and implemented by ITA. Support Italian SMEs in their international strategy. Design of the training programme and guidelines. Coordination of 4 Trainers, delivery of 7 training courses on "Tender for services" for 400 SMEs, Coaching to SMEs in terms of International Strategy Development. I EU procurement rules (PRAG) and drafting operational guide.
39	12.2016	05.2018	440	Italy (Cagliari) and South Mediterranean Countries (ENPI South)	Regione Autonoma Sardegna - Management Authority of the ENPI – ENI CBC MED Programme <a href="mailto:Anna.catte@regione.sardegna.it">Anna.catte@regione.sardegna.it</a>	Coordinator of the Joint Technical Secretariat of the ENI CBC MED Programme	Management of the Joint Technical Secretariat (JTS) staff (13 units), support to the MA in planning, development of internal procedures, 95 projects monitoring (CSOs, universities, SME, PAs) (180 ME) and control, support to ENPI Programme closure, launch of the call for proposal cycle, training of assessors and assessment, Strategic, operational, qualitative and quantitative evaluations. Development of the Application and on-line version, selection process, participation to info days, final conferences, match-making events, training for stakeholders, (400 received projects), Contribution to the Communication Strategy, drafting ToRs for Communication tender, Design and Management of Selection Committees with EU Members States and Partners countries.
38 (EN)	18.05.2016	15.09.2016	19	Hungary	Danube Transnational Programme Joint Secretariat. <a href="mailto:alessandra.pala@ngm.gov.hu">alessandra.pala@ngm.gov.hu</a>	Senior Assessor	Strategic, operational, qualitative and quantitative evaluations of 32 project proposals, submitted under the 2 <sup>nd</sup> Calls for proposals under Specific objective 2.2 "Culture", priority 2 "Environmental and culture responsible Danube region" of the Danube Transnational Programme.
34a	06.05.2013	17.12.2015	320	Tunisia, Malta, Spain, Italy	University Consortium CONISMA	Consultant	ENPI CBC project "integrated monitoring of jellyfish outbreaks under anthropogenic and climatic impacts in the Mediterranean Sea (coastal zones): trophic and socio-economic risks - MED-JELLY RISK" financed by ENPI CBC Mediterranean Sea Basin Program (JMA) Autonomous Region of Sardinia. Design and management of Communication Strategy for the above-mentioned project (2,3 M Euro)

	2011	2020		Italy	Europabook.eu	Director	Overall management of the firm, strategy development. Development and marketing of Europabook innovative portal dedicated to EU grants holders: consultants for the design of EU grants worth 17Me.
31b	07.08.2014	06.12.2015	352	Tunisia, Italy	Lattanzio Group Mastrandrea@lattanziogroup.eu	Team Leader	TL of the Joint Technical Secretariate for the Italia – Tunisia Cross Border Cooperation Programme. Overall responsibility of the Joint Secretariat (5 people); Programme and Projects Monitoring (ROM), design of the M&E system: Rural development, R&D and CSOs. Running of Joint Commission, call for proposal assessments (CSOs, SMEs, Universities, PAs) (40 Projects). Design and Management of Selection Committees with EU Members States and Partners countries.
31a	07.2013	12.2013	88	Italy	European Observatory of Landscape angelo.paladino@tiscali.it	Team Leader/Evaluator	TL for the evaluation of the Italy-China Programme. Overall responsibility, submission of evaluation plans and reports (30 Projects). Design and Management of Project Committee with EU Members States and Partners countries.
30	10.2012	2015	180	Italy		Monitor	Design of the methodology, preparation of plans and reports for the "Local Agenda 21 in territorial planning in energy and waste management", financed by ENPI CBC Programme.
29	03.2012	06.2012			AGRECO		
23	11.2011	03.2012	60+60	Belgium (Brussels)	Katharina.Spens@ec.europa.eu	Team Leader/ Assessor	Assessment of LIFE+ 2012, LIFE+ 2011 and LIFE+ 2010 operating grants. Development of guidelines QC, (CSOs in the environment sector) (60 Projects). Strategic, operational, qualitative and quantitative evaluations.
20	12.2010	03.2011	=186		g.vedova@aesadr.oup.eu		
28	06.2012	06.2012	2	Kosovo	ARS – Office of the EC (Pristina) skarveji.ila@gmail.com	Lecturer	Definition of cultural priorities in "Culture for all" Programme, an EU project, funded Instrument for Pre-Accession Assistance (IPA) to Kosovo, managed by the European Union Office in Kosovo which aims to contribute to the cultural and socio-economic development of Kosovo by strengthening the cultural sector in Kosovo.
27	06.2012	06.2012	4	Poland	College of Europa (Warsaw) anne-claire.zirnelt@collegeofeuropa.eu	Senior Trainer	Training course on LFA and PCM for ENPI Government officials on Twinning Projects
26	04.2012	04.2012	15	Office-based	South East Europe Secretariat pala@southeast-europe.net	Senior Assessor	Assessment of Territorial cooperation call for proposals (water management)
24	04.2012	09.2012	10	Belgium (Brussels)	EACEA - Brussels Anna.COZZOLI@ec.europa.eu	Senior Assessor	Assessment of Europe for Citizens Program Call for proposals (NGOs, CSOs, Human Rights, Justice)
22	07.2011	07.2011	18	Liberia (Monrovia)	Niras Finland Oy p.girlando@vahoo.it	Senior Expert	Training and capacity building to NAO and line agencies on EDF programming, Aid effectiveness and management
21	03.2011	2017	2	Roma	University of Rome La Sapienza "CIRPS"	Senior Professor	Design and delivery of relevant lessons on External Dimension of the EU, PCM, and 2001 Reform of Aid Management
18	04.01.2010	31.10.2010	15	Belgium, Ukraine	PAI International	Short-term Senior expert	Project "Support to the launching of the Eastern Partnership Cultural Programme". Formulated a Call for proposal under Eastern Partnership Cultural Programme, funded by ENPI; Development of Info pack and running Info-days, in Brussels and Kiev for Local Authorities, CSOs, Cultural Associations
17	03.2009	12.2009	33	Italy (Roma)	Union of Italian Provinces (UPI). Mario Battello: direttore@teclat.org	Senior Expert	Call for proposal formulation: CBC-Med, Development of Civil Society proposal in BiH and Jordan. (Awarded for 1,5ME)
16	01.2008	01.2008	29	Egypt	EU Delegation in Egypt: Nicola.bellomo@ec.europa.eu	Team Leader	Identification and formulation of "Promotion and Protection of Human Rights (HR) and Civil Society (CSOs)" Programme (5ME)
15	11.2007	01.2009	187	Italy, Belgium, Jordan	Regione Sardegna MA ENPI – Cross Border Cooperation: catteam@regione.sardegna.it	Senior Expert	Supported Regione Sardegna as new Contracting Authority for ENPI CBC programme in the design of internal procedures for the establishment of the Management Agency in charge for the Programme. Formulation of operational programme, design of end-users manuals (CSOs, Local Authorities, NSAs, SMES), strategic and standard calls, setting of the M&E system internal flow, running of info-days in EU and ENPI countries and Joint Managing Committees with EC and related CBC programmes.
13	09.2008	12.2008	30	Italy	Presidency of the Council of Ministers – Civil	Advisor on EU policies and project design	Institutional lobby, design of the EC call for tender: Euromed Prevention, Preparedness and Response (PPRD- 3,5ME). (Awarded)

					Protection Department agostino.miozzo@protezionecivile.it				Head of the Regional Management Support Unit	Head of the Regional Management Support Unit	Head of the Regional Management Support Unit of the European Territorial Cooperation EuroMed 3 Programme. Overall Coordination. Programme and projects monitoring including development of guidelines, the M&E system, definition of project-contractual tools, supervision of work plan/ budget of the Unit, design and implementation of training facility, info-days and assessment process (CSOs, NSAs, Cultural organizations, Local Authorities). Interface with high-level decision-making bodies and media, design of the Public Private Partnership fund-raising facilities, development of the "call for proposals cycle".
11	12.2003	12.2007	860	Italy, Morocco, Egypt, Jordan, Algeria, Syria, Tunisia, Turkey	European Commission Carla.montesi@ec.europa.eu			Head of the Executive Education Training Department	Head of the Executive Education Training Department	Head and Director of the "International cooperation and Project Design" Master Programme. Development of the MS on International Cooperation and project design, Management of the Training service unit Lectures on development policies; project design. Development of the Master Course proposal on International Cooperation and project design (4 editions 0,8 M€) and exchange programme (0,7 M€). Design of the internship system, Management of the Training service unit (4 professionals and 3 assistants). Prof. on development policies, project design, LF and evaluation models; Dir. of Global Management Programme on: "How to access and manage EU funding" (12 editions).	
10	03.2000	04.2003	692	Italy	Università Roma "la sapienza" Inter-University Research center - CIRPS Associated Member Vincenzo.naso@unroma1.it			Executive Director	Executive Director	Executive director of the Management Agency of the "EU-India Economic Cross Cultural Program" (30 M €). Overall management and coordination of the 3-years EU India exchange program in: University, Media and Business to Business domains; 13 professionals in Brussels and 3 in New Delhi. Development of guidelines for call for proposals, contract management, M&E system; design and implementation of an Information Strategy in Europe and India; Assistance to prospective proponents on proposals development; assessment, monitoring and evaluation of 60 projects in collaboration w/ Agency staff; development of donors relations.	
9	02.1997	02.2000	660	Belgium, India	European Commission - CIRPS Emiliano Fossati, past EC Director emiliano.fossati@yahoo.com			Consultant	Consultant	Implementation of the New Asia Strategy, establish relations with stakeholders, identification of new projects. More specifically identification of a EU programme targeting Tibetan Refugees in India	
7a, 8	1.04.1996	31.11.1996	176	Brussels and Asia	European Commission Emiliano Fossati, past EC Director emiliano.fossati@yahoo.com			Assistant to the Director for South and South East Asia and Head of the Secretariat	Assistant to the Director for South and South East Asia and Head of the Secretariat	Assisting the Director in management of the Directorate. Preparation of work plans, regional, countries specific strategies; liaison with the External Relations Directorates and donors' coordination, ECIP calls assessment	
6	12.1992	03.1996	737	Brussels and Asia	European Commission Emiliano Fossati, past EC Director emiliano.fossati@yahoo.com			Technical Advisor	Technical Advisor	Technical Advisor South-East Asia Unit, Coordinator of the Italy-Vietnam co-operation program (US \$200 Mil.) Design of the project "Assist Vietnamese Returnees and CSOs"; design of a framework for prospective private investors; project evaluation.	
4	02.1992	06.1992	110	Brussels	European Commission Emiliano Fossati past Director emiliano.fossati@yahoo.com			Program Coordinator	Program Coordinator	Programme Coordinator for the Italian Cooperation Programme in Vietnam. Assessment of programme sustainability and interface with local counterparts of Administrative Procedures.	
3	4.08.1991	7.12.1991	110	Vietnam	Ministry of Foreign Affairs / Italian Embassy			Program Coordinator Rural Sector Resident	Program Coordinator Rural Sector Resident	Programme Coordinator for the Rural Sector. Coordination with local authorities and donors coordination; Programme and Projects Monitoring and Evaluation (CSO), donors coordination. Implementation of Government executed project: FOOD AID (US\$ 30 mil.); back-up to Italian entrepreneurs in identifying "Joint-Ventures".	
2	17.02.1988	13.02.1991	660	The Philippines	Ministry of Foreign Affairs / Italian Embassy			Resident Agricultural Officer (A.O) Italian Aid Fund M&E Unit	Resident Agricultural Officer (A.O) Italian Aid Fund M&E Unit	Supervision of agricultural activities. The project (US\$ 300 mil.) supported the settlement of 73,000 people in 18,000 ha; Design and implementation of M&E strategy.	
1	1.10.1986	30.12.1987	264	Ethiopia (Tana - Beles project)	Italekna spa - reconsult spa						
		Total									

