



## PERSONAL INFORMATION

Name **PARETI FRANCESCO**  
Address  
Telephone  
Fax  
E-mail  
Nationality Italian  
Date of birth

## WORK EXPERIENCE

- Dates (from – to) JANUARY 2015 TO PRESENT
- Name and address of employer **Lubna – Strada Comunale delle Corti 61 -31100 Treviso**
- Type of business or sector Financial and project advisory
- Occupation or position held **Project finance and EU funding advisor**
- Main activities and responsibilities Working on infrastructural and investment projects for governmental clients, public organisations and private companies, providing advisory, process and methodology support to access EU financing under EU Connecting Europe Facility, EFSI, EIB, EIF, LIFE+, DGMOVE, DGTREN. Preparation and management of EU funded projects of Interreg territorial cooperation, COSME, Horizon and ERDF.  
Main areas of expertise concern energy, sustainable mobility and urban development, transportation, IT infrastructure and access to finance.  
Cost Benefit analysis and project preparation in compliance with guidelines and practices of the EU (EU Structural Funds) and the EIB.
  
- Dates (from – to) 15 SEPTEMBER 2004 TO 31 NOVEMBER 2015
- Name and address of employer **Unioncamere del Veneto - Eurosportello del Veneto – Via delle Industrie 19/d Marghera-Venezia**
- Type of business or sector Business Association and Enterprise Europe Network Centre
- Occupation or position held **Vice Secretary General - Director of EU Policy Department**

- Main activities and responsibilities
  - Coordinator of a Consortium of 11 organisations, co-financed by Directorate General Enterprise and Industry of the European Commission, under the Enterprise Europe Network, with geographical coverage on Veneto, Friuli Venezia Giulia and Trentino Alto Adige regions.
  - Management of the EU Policy Department (staff of 40) providing support, information and advice to companies, public bodies, financial institutions, universities and research organizations on EU policies, programs and financing opportunities. He supervised activities of the Brussels Office (staff of 15) providing advisory and lobbying services to SMEs, Associations and other public and private organizations.
  - Areas of competence include SME support to investment, internationalisation, research and innovation and funding advice on transport, energy, climate, environment, education, regional development, cluster development and technology transfer.
  - Guidance to project managers, staff and partners on content, administrative and financial issues for projects funded by the EU (mainly Interreg, CEF, Horizon, COSME, LIFE+ DG Enterprise Grants, ERDF, Europaid contracts and others) and by the Regional Administration for the support to SMEs and organisation (at present 60 running projects).
  - Organises an annual Training Course on European Affairs, and acts as speaker on European Union policies, programmes and project management in conferences and seminars organised at local, national and EU level.
  - Expert in EU projects and funding application writing and evaluation, has supported the preparation of more than 100 projects and evaluated more than 2.000 projects under several EU and regional programmes of funding.

- Dates (from – to) 01 October 2001 – 03 August 2004
  - Name and address of employer
    - EUROPEAN COMMISSION - EUROPEAN TRAINING FOUNDATION (ETF).**
    - TURIN (ITALY) – BRUSSELS (BELGIUM)**
    - European Commission Agency – Public Administration
    - Head of Finance and Legal**
  - Type of business or sector -Management of staff and organization of the Unit. Management of the budget cycle: establishment, implementation and closing of the budget. Annual and periodical reporting of the Agency. -Supervision of financial and budgetary transactions (10.000/year- for a budget of about 250 MEURO/year), control and reporting for ETF projects, as well as for project managed on behalf of the European Commission and other institutions (OECD, ILO, World Bank, Italian Ministry of Foreign Affairs, CEREQ (FR) and others) for a total of about 300 projects annually.
  - Occupation or position held -Review of financial procedures, workflows and internal control systems on the basis of “COSO” standards and of the new Financial Regulation adopted by the EU in 2003. Periodical assessment of internal control system and procedures, design and introduction of a complete paperless financial workflow within the Agency. Introduction of IPSAS based accounting and Activity Based Budgeting.
  - Main activities and responsibilities
    - Member of the Internal Committee for Public Procurement, defining procedures, providing advice, reviewing all tender dossiers prepared by the Operational Departments and Central Services as well as evaluation of memoranda, documents, minutes and evaluation grids.
    - Liaison with the Budget Committees of the European Parliament (EP), Financial Control, DG Budget, Internal Audit Service of the EC, European Court of Auditors, DG Relex, DG Enlargement, DG EAC and DG Employment. Represented the Agency in the hearings of the Budget and Budget Control Committees of the EP.
    - Member of the working group in charge of the drafting the new framework Financial Regulation and Implementing Rules applicable to “Other bodies” of the EU (Agencies, Economic and Social Committee, Committee of Regions) adopted in 2003.

- Dates (from – to) 1st November 1995 – 30 September 2001
  - Name and address of employer
    - EUROPEAN COMMISSION DIRECTORATES GENERAL ENLARGEMENT AND CULTURE (ETF)**
    - EU Institution – Public Administration
    - Several positions of progressive responsibility**
  - Type of business or sector
  - Occupation or position held

- Main activities and responsibilities
  - Management of European Commission programs in University, Vocational Training and Management Education in the PHARE, TACIS, CARDS e MEDA countries (Central and Eastern Europe, former Soviet Union and Mediterranean countries).  
Worked on activity definition, negotiation and planning, in collaboration with Directorate General EAC, DG Relex, DG Enlargement and DG AIDCO.  
As country manager responsible for the negotiation with local Ministries of Education and Employment of Programmes and activities in support of Higher and Vocational Education Development (Tempus Programme and transition into Socrates, VET programmes)  
Introduction and training of statistical methodologies for indicators in education and training under OECD and Eurostat standards. Support provided to Central Statistical Offices in Central and Eastern Europe in the accession phase.  
Coordination of management and entrepreneurial training projects for SMEs in Central and Eastern Europe, Balkans, New Independent States and MEDA countries. Established institutional relationships with all the main Business Schools, in the EU, Phare, Cards, NIS and Meda countries. Participated to about 50 training missions and seminars in partner countries.
  
- Dates (from – to) July 1993- December 1994
  - Name and address of employer FREEMINT LTD – Budapest Hungary
    - Type of business or sector Business advisor for industrial restructuring and privatization
  - Occupation or position held **Advisor**
- Main activities and responsibilities
  - Agent of the Hungarian Privatisation Agency on the Industrial Portfolio of the Hungarian Government.  
Advisor of the EU Delegation in Hungary under the EU “Programme for Industrial Restructuring & Privatisation” and “Management Assistance Programme”.  
Corporate restructuring, trade and trade finance services Mergers & acquisitions EU funds procurement for Industry, large infrastructural projects and SME development  
Structured leasing, factoring, forfeiting and hire purchase operations with primary Hungarian banks for investment goods.  
-Financial, Commercial and company advice, with particular regard to structured finance operations, acquisitions and project finance. Structured loans for primary Real Estate Developers developing logistic infrastructure for Auchan, Geodis, Philips, Mitsubishi, Renault Trucks, Dhl and others.  
- Implemented for Clients distribution, sales and production agreements.  
Country Manager of Wallington Consultants - London  
Advisor of Studio Commercialisti Bombassei of Venice
  
- Dates (from – to) June 1991- July 1993
  - Name and address of employer **BANCA NAZIONALE DEL LAVORO - ROMA - ITS (ITALIAN TRADING SERVICE)**
    - Type of business or sector International Trading and Trade Finance
    - Occupation or position held Area Manager and Trade Finance Specialist for Hungary
- Main activities and responsibilities
  - Business development in Hungary for primary clients of the Bank.  
Developed institutional and operational relationships with all major Hungarian commercial banks for the management of documentary credits, cross border financial operations and guarantees.  
Operated the 120 million USD Italian Governmental "Open Buyer Credit line" (IMI-BNL) in cooperation with the Hungarian National Bank.  
Implemented trade and trade finance operations for main clients of the Bank  
Performed negotiations and full import-export operations, including trade financing on commodities, equipment, other durable and consumer goods for major corporations and trading companies. Implemented several acquisitions of Hungarian companies by Italian and international clients of the Bank
  
- Dates (from – to) February 1989- May 1991
  - Name and address of employer **STUDIO COMMERCIALISTI FRANCO BOMBASSEI - VENEZIA**
    - Type of business or sector Business and fiscal advice
    - Occupation or position held ADVISOR

- Main activities and responsibilities
  - Advisor of Studio Bombassei on company, commercial and fiscal law in the countries of Eastern and Central Europe and on processes of harmonisation with EU law.
  - Support to the keeping and review of annual accounts of clients and fiscal planning.
  - Procured soft loans, incentives and credit insurances provided by Italian Institutions like Sace , IMI, Italian Ministry for Foreign Trade.
  - Advised Studio's clients, developed business plans, promoted investments and commercial agreements in Central and Eastern Europe in the manufacturing, transportation, tourism e real estate sectors.
  
- Dates (from – to)
  - March 1987 – December 1988
- Name and address of employer
  - COOPERATIVA MULTISERVIZI OMNIA - VENEZIA**
- Type of business or sector
  - Service cooperative in tourism and fairs
- Occupation or position held
  - Partner and manager
- Main activities and responsibilities
  - Management, coordination and business development of company activities providing logistic, transportation, translations and interpreting services in Veneto.
  - Responsible for the administrative, financial and fiscal management.
  - Signed frameworks agreements and provided services to the 3 major Veneto Fairs (Padua, Vicenza and Verona).

## EDUCATION AND TRAINING

- Dates (from – to)
  - 1983-1988
- Name and type of organisation providing education and training
  - University of Padua – Faculty of Political Sciences
- Principal subjects/occupational skills covered
  - Law, Economy, International Relations and Institutions.
  - Thesis in Comparative Economic Systems :”The reform of the Hungarian Banking System of 1987”
- Title of qualification awarded
  - University Degree “Laurea” – 110 e lode
- Level in national classification (if appropriate)
  
- Dates (from – to)
  - January- June 1999
- Name and type of organisation providing education and training
  - University of Padua – Faculty of Political Sciences and Law firm Bortolotti
- Principal subjects/occupational skills covered
  - Law of international contracts
- Title of qualification awarded
  - Post lauream certificate
- Level in national classification (if appropriate)

**PERSONAL SKILLS  
AND COMPETENCES**

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

ENGLISH	HUNGARIAN	FRENCH	SPANISH
excellent	Good	good	Good
excellent	Basic	basic	Basic
excellent	Good	Good	Good

SOCIAL SKILLS  
AND COMPETENCES

- Capacity to work and adapt to a multicultural environment acquired "on the job" since 1988; -  
Motivation skills – team spirit acquired especially during the management and implementation of  
European projects; -conflict resolution and negotiation acquired as a manager since 1999.  
- *Training course on "Team Work" by Elisabeth Lyle. Turin 2003*  
- *Training course in "Written Communication in English" Turin 2001*

ORGANISATIONAL SKILLS  
AND COMPETENCES

-Leadership, entrepreneurship, organisational capacity in complex environments; coordination of  
different counterparts operating in different socio-economic contexts. - Capacity to work in  
underdeveloped countries acquired through working in Eastern European Countries since 1988  
-Flexibility and adaptability.  
-*Training course for Managers: "Managing People". Unicorn Ltd UK. March- June 2004*

TECHNICAL SKILLS  
AND COMPETENCES

Management of European Institutions, programmes and projects, financial control and reporting  
acquired in 10 years of work as officer of the European Commission and more than 10 years in  
organizations contracted by the EC.

Analysis and strategy.

International trade and finance, industrial development, innovation and technology transfer,  
acquired with studies and work for primary financial institutions (BNL- EIB –EIF – IFC- WB).

Project finance

Public Procurement

Company and management advice and assistance. Enterprise services. Vocational education  
and training, management training (European Training Foundation, Chambers of Commerce,  
Business Schools (ISTUD) and Universities (IULM, Paszmany).

Computer skills :Windows XP/7/8, World, Excel, Power point, Ms Project, Ms Access, Lotus  
notes, Business Objects, Power Builder, Oracle Discoverer, Oracle Financials, Oracle Hyperion,  
Bob amd Metodo accounting software, SI2 budgetary accounting software, Internet. Courses  
and direct use.

ARTISTIC SKILLS  
AND COMPETENCES

MUSIC (CLASSIC GUITAR) AND DRAWING.

OTHER SKILLS  
AND COMPETENCES

Ethic, integrity, trustworthiness in the management of public funds.

DRIVING LICENCE(S)

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## ADDITIONAL INFORMATION

Italian representative of Enterprise Europe Network to the Steering and Advisory Committee in Brussels, chaired by DG Enterprise of the European Commission.

Member of the Surveillance Committee on the R.O.P of the Region of Veneto, supervising the activities of the regional administration on European Regional Development Fund.

### Publications:

Guida ai Finanziamenti europei 2008,2009,2010,2011,2012,2013,2014 Eurosportello del Veneto

1. "Re-designing management training in the New Europe". Office for Official Publication of the EC Luxembourg 1998 A.V.. Project leader and editor. 2. "Key Indicators on Vocational Education and Training in Central and Eastern Europe" -1998 e 1999- Office for Official Publication of the EC, Luxembourg. Project leader and editor. 3. "Entrepreneurial training for SME's growth: Lessons from Central and Eastern Europe" – 2000 Office for Official Publication of the EC, Luxembourg. Project leader, co-author and editor.

-Lecturer to the "Master for SMEs" in 2002-2004 by IULM in Feltre in collaboration with ISTUD on " Transition economies".

-Lecturer to the Master in European Studies by the University Peter Paszmanyi of Budapest on EU policy and programme planning, budget cycle.

- Held a cycle of 10 seminars by Business Schools of Central and Eastern Europe on the subject of managerial-entrepreneurial training and local development (2001-2003).

He regularly publishes articles on the European Union and European Programmes on newspapers and magazines (Sole 24 ore, Economia Nordest and others)

### Teaching and training activities

Participated as speaker and trainer to more than 200 events on EU policies, legislation and programs in various European countries.

Helds courses and seminars on European funding for Business Associations, the Region of Veneto, University of Cà Foscari (a full interfaculty module), Cuoia, the Ordini dei Commercialisti e Ordini degli Avvocati of all Veneto Provinces and others.

### Stage

July – December 1986 - 5 month stage at Merrill Lynch – Financial Management and Advisory - London 2 King Edward Street London EC1A 1HQ