

## Personal Information

Nationality	Italian
Place and date of birth	Turin, 22.05.1972
Telephone	+39 348 7692880
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Permanent address	Via Pigna 29, Desenzano d/G (BS) - ITALY

## Work experience

Dates	from May 2016 to date
Occupation or position held	<b>Research Assistant</b>
Main activities and responsibilities	Research activities in the field of “Corporate Social Responsibility in the processes re-engineering in European and non-European contexts” Changemaker Team leader - Ashoka U program Research and training on Social ROI and B-Corps
Name and address of employer	UNIVERSITY OF EASTERN PIEDMONT Via Duomo 6, Vercelli (VC) - ITALY
Type of business	Research, Social Innovation

Dates	from December 2014 to date
Occupation or position held	<b>CEO</b>
Main activities and responsibilities	Direction of Training Agency IUSEFOR Research on Innovation and business development Research on Social business modelling and Sustainability Writing proposals within the framework of EU funding Preparation and organization of conferences and seminars Scientific cooperation with EU partners
Name and address of employer	IUSEFOR Lungo Dora Siena 100/A, Torino (TO) - ITALY
Type of business	Training, Research, Social Business Innovation

Dates	from September 2007 to date
Occupation or position held	<b>CEO</b>
Main activities and responsibilities	Administrative coordination of all activities Processing multi-year strategic guidelines Analysis of socio-economic data Maintenance of relations with partners and donors Coordination of in progress projects Writing of projects (IPA programs for Albania)

	Monitoring and evaluation of programs Management of HR (Italy and Local office in Albania) HR training and elaboration of ToR Elaboration of capacity building programs for local offices
Name and address of employer	COL'OR NGO P.za Umberto I. 3, Orbassano (TO) - ITALY
Main type of work performed	Environmental projects, food safety and food security projects, agricultural demonstration farms and aquaculture projects, social enterprises, training for community leaders, construction of aqueducts, schools and hospitals
Dates	from June 2014 to May 2016
Occupation or position held	<b>Research fellow</b>
Main activities and responsibilities	Research activities in the field of "Innovative Business Models, social entrepreneurship, social impact, energy efficiency and environmental programs in the European legal framework" Research activities in the field of "Innovative development of social enterprises, focus on start-ups with high social and environmental impact, governance and marketing in the framework of European funding"
Name and address of employer	DISEI - Department of Economics and Business UNIVERSITY OF EASTERN PIEDMONT Via Perrone 18, Novara (NO) - ITALY
Type of business	Training, Research, Social Business Innovation
Dates	from November 2014 to August 2015
Occupation or position held	<b>Project manager</b>
Main activities and responsibilities	Organization and management of events Consulting for Social entrepreneurs Management of Social Entrepreneurships projects
Name and address of employer	COPPA LANDINI SrL Via Columella 4, Milan - ITALY
Type of business	Brand value, Service Design, Innovation strategy, Stakeholder engagement Innovation
Dates	from April 2014 to December 2015
Occupation or position held	<b>Business development consultant</b>
Main activities and responsibilities	Organization of cultural events on Food and sustainability Liaison officer for networking activity In charge of scientific programs with Universities
Name and address of employer	MUSEO DEL GUSTO Via Principe Amedeo 42/A, Frossasco (TO) - ITALY
Type of business	Knowledge promotion, Education related to Food

Dates from November 2013 to March 2014  
Occupation or position held **Teaching assistant**  
Main activities and responsibilities Operational support to the classroom on social entrepreneurship programs  
Collaboration in the tutorial activities  
Management of the electronic forum

Name and address of employer UNIVERSITA' CATTOLICA DEL SACRO CUORE  
Largo Gemelli 1, Milan - ITALY

Type of business Entrepreneurship, Start-upper, Social Business, Economics

Dates from September 2007 to May 2008  
Occupation or position held **Sustainability consultant**  
Main activities and responsibilities Responsible for foreign activities  
Consultancy on economic-environmental issues  
Operational support to the plans of EIA  
Assessment in Eastern Europe and the Balkans (potential candidate countries)

Name and address of employer TEI SpA  
Via F. Hayez 8, Milan - ITALY

Type of business Environmental Engineering

Dates from June 2006 to August 2007  
Occupation or position held **Country representative**  
Main activities and responsibilities Responsible for in-progress projects  
Administrative coordination of all activities  
Institutional capacity building programs  
Training for international staff and local personnel  
Strategic plans and local agreements with partners  
Writing of new project proposals  
Assessment, monitoring

Name and address of employer DOKITA NGO  
Rr. Durrësit 23, Tirana - ALBANIA

Main type of work performed Training, Construction of facilities, socio-economic development programs

Dates from December 2005 to May 2006  
Occupation or position held **Socio-economic expert**  
Main activities and responsibilities Elaboration of marketing plans for SMEs  
Elaboration of marketing strategies  
Implementation of the Vocational Guidance Programs  
Training to disadvantaged workers

Name and address of employer PROVINCE OF TURIN  
C.so Savona 10, Moncalieri (TO) - ITALY

Type of business Coordination of social programs, capacity building

Dates from September 2005 to December 2005  
Occupation or position held **Environmental consultant**  
Main activities and responsibilities Organization and coordination of an international seminar on Community of conservation areas (in cooperation with IUCN and Piedmont Region)  
Translation into Italian of “Indigenous and Local Communities and Protected Areas Guidelines” (CEESP - IUCN)

Name and address of employer Consortium Of the Piedmont NGOs (COP)  
Via Borgo Sesia 30, Turin - ITALY

Type of sector International Cooperation

Dates from June 2004 to August 2005  
Occupation or position held **Program manager**  
Main activities and responsibilities Coordination of all the Italian NGOs projects in Albania  
Responsible for Socio-economic development programs  
In charge of programs on macroeconomic reform and decentralization in the Country  
Institutional capacity building programs for rural areas  
Operational support for SMEs development program  
Creation and development of the new office web site  
Monitoring and evaluation of NGOs projects  
Coordination with other donor agencies in Albania

Name and address of employer ITALIAN EMBASSY in Albania  
Development Cooperation Office of Tirana  
Rr. Deshmoret e 4 Shkurtit 26, Tirana - ALBANIA

Type of sector International Cooperation

Dates from June 2003 to June 2004  
Occupation or position held **Country representative**  
Main activities and responsibilities Responsible for in-progress projects  
Administrative coordination of all activities  
Management of international staff and local personnel  
Strategic plans and local agreements with partners  
Writing of new project proposals  
Assessment, monitoring  
Fund raising

Name and address of employer CISP NGO  
Rr. Deshmoret e 4 Shkurtit 28, Tirana - ALBANIA

Main type of work performed Agricultural and environmental projects, sustainable tourism, capacity building and support for local self-government reforms, socio-economic development projects

Dates from October 2000 to June 2003  
Occupation or position held **HQ program manager**  
Main activities and responsibilities Management of HR  
Collective bargaining  
Procurement Officer  
Methodological responsibility for BPR programs  
Responsible of Process reorganization based on web tech.  
Developing guidelines for reducing conflicts between employees and the firm  
Development of a new web site

Name and address of employer FIAT – TEKSID SpA  
Via Pianezza 123, Turin - ITALY

Type of sector HR development and organization, Industrial Relations

Dates from October 2000 to October 2001  
Occupation or position held **Teaching assistant**  
Main activities and responsibilities Teaching IT to university students  
Development of new didactic methodologies  
Elaboration of IT workshops

Name and address of employer UNIVERSITY OF TURIN - Faculty of Economics  
C.so Unione Sovietica 218 bis, Turin - ITALY

Type of sector Information Technology

Dates from April 2000 to August 2000  
Occupation or position held **Consultant in DELTA Program** (distance learning)  
Main activities and responsibilities Collaborate role in the development of learning materials  
Prepare synthesis and translations into Portuguese  
Collaboration in the tutorial activities  
Management of the electronic forum

Name and address of employer INTERNATIONAL TRAINING CENTRE OF THE ILO  
Viale Maestri del Lavoro 10, Turin - ITALY

Main type of work performed Training in the framework of the ILO mandate

## Education and training

Dates from February 2013 to February 2014  
Title of qualification awarded 1 year **Master in Human development and Environment**  
(Governance, Education, Scientific knowledge)  
Principal subjects Economics, governance, international law, environment and human activities, development of human capital, environmental policies

Name and address of organisation providing education and training UNIVERSITA' CATTOLICA DEL SACRO CUORE - High school education (Brescia), I

Dates	from January 2008 to March 2010
Title of qualification awarded	2 years <b>Master's degree in Political science</b> (Specialization in Environment, development and cooperation)
Principal subjects	Population migration, global ecosystems and societies, international law, environmental policies
Name and address of organisation providing education and training	UNIVERSITY OF TURIN - Faculty of Political Science (Turin), I
Dates	from January 1994 to March 2000
Title of qualification awarded	5 years <b>Master's degree in Economics</b> (Specialization in environmental economics)
Principal subjects	Economics, project development, program management, business economics, environmental sciences, IT
Name and address of organisation providing education and training	UNIVERSITY OF TURIN - Faculty of Economics (Turin), I
Dates	December 2013
Title of qualification awarded	<b>Course on Reporting of European projects</b>
Principal subjects	Reporting, financial issues, management of development programs
Name and address of organisation providing education and training	Eurosportello.eu (Florence), I
Dates	March 2010
Title of qualification awarded	<b>Specialization course on Electoral Observation Missions</b>
Principal subjects	EOM, Core team and LTOs, STOs, mission reporting, preliminary statement, final report
Name and address of organisation providing education and training	SCUOLA SANT'ANNA - High education (Pisa), I
Dates	October 2005
Title of qualification awarded	<b>Course on Development cooperation</b>
Principal subjects	Planning and management of development programs
Name and address of organisation providing education and training	INTERNATIONAL TRAINING CENTRE OF THE ILO providing (Turin), I
Dates	from September 1986 to June 1991
Title of qualification awarded	<b>General Certificate of Electronic Technologies</b>
Principal subjects	Industrial Electronics, Literature, English language
Name and address of organisation providing education and training	International Salesian School E. AGNELLI (Turin), I

## Personal skills and competencies

Mother tongue	ITALIAN
Other languages	

	Understanding				Speaking				Writing	
	Listening		Reading		Spoken interaction		Spoken production			
ENGLISH	C2	Proficient user	C2	Proficient user	C2	Proficient user	C1	Proficient user	C1	Proficient user
SPANISH	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
PORTUGUESE	C1	Proficient user	C1	Proficient user	B2	Independent user	B2	Independent user	B1	Independent user
FRENCH	B1	Independent user	B1	Independent user	A2	Basic user	A2	Basic user	A2	Basic user
ALBANIAN	A2	Basic user	A2	Basic user	A2	Basic user	A2	Basic user	A1	Basic user

Organisational skills	Excellent co-ordination, organizational and training skills
Social skills and competences	Excellent interpersonal skills at all levels Excellent ability to work with people from different cultural and religious backgrounds
Technical skills and competences	Excellent ability to work as part of a team, but also independently
Computer skills and competences	Excellent knowledge of MS Office and MAC OSX
Other skills and competences	I lived in Colombia for three years, followed by three years in Brazil. Later, I lived four years in Albania. I am founder (in 2002) of the Italian NGO COL'OR, that has developed projects in Sub-Saharan countries, Sahel and Balkan Area Scout Chief since 1995 and Staff member of the XVIII Jambore

## Publications

P. Rossi, *Corporate Social Responsibility (CSR) in the green energy sector. Brief comparison between European and Chinese market*, "Working Papers Series" Law and Business in Europe, 2015-2 / 20-LBE, available on <http://workingpapers.iuse.it>

P. Rossi, *Prototyping of Green, Innovative and Sustainable Business Models*, Master's thesis deposited at the UCSC, Brescia, 2014

P. Rossi, *Albanian life stories*, IMC, Turin, 3/2012, pp. 36-50.

P. Rossi, *Welcome to paradise: the approach of a young Italian man discovering the Eagles country*, in «KLAN magazine», Fedpress, Tirana, 507/2007, pp. 30-32.

P. Rossi, *A ticket to Lamerica. Demographic, historical and social situation of Albania*, in «MISSIONI magazine», IMC, Turin, 3/2006, pp. 24-46.

P. Rossi, *World's population: short social profile on Albania*, in «Nuovo Progetto», SERMIG, Turin, 10/2005, pp. 28-33.

P. Rossi, *Po river wildlife reserve: availability to pay for some more hectare. Research on contingent evaluation in environmental field*, in «Impresa Ambiente», il Sole 24 ore, Milan, 4/1996, pp. 68-69.

## Contact persons

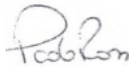
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Paolo Rossi