

Role: Agricultural Supply Chain Specialist - HACCP, Food Quality Assurance/Control Specialist and Marketing Specialist

UNIDO Index n. 00761837

- 1. Family name** Caccamisi
- 2. First names** Dario
- 3. Date of birth** 20 June 1957
- 4. Passport holder** Italy
- 5. Residence** Cairo, Egypt
- 6. Education:**

Institution (Date from – Date to)	Degree(s) or Diploma(s) obtained
Certiquality, Italy (2009)	Diploma of Qualified Auditor on International Food Standard (IFS)
ICEA, Italy (2005)	Diploma of Qualified Auditor on Organic Crop Production
CSQA, Thiene, Italy and Certiquality, Milan, Italy (2000-2004)	Diploma of Qualified Auditor on Quality Management Systems
CSQA, Thiene, Italy (1999)	Diploma of Qualified Auditor on HACCP System
Jagiellonian University, Krakow, Poland (1997 – 1998)	Advanced Diploma in Privatisation of Economy in Eastern European Countries
University of Bologna, Bologna, Italy (1976 – 1980)	Master's Degree in Agrarian Sciences

7. Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
Italian	<i>"Mother Tongue"</i>		
English	1	1	1
Spanish	2	3	3

8. Membership of professional bodies:

Entered on Italian National Register of Agronomists since 1998;
Member of AICQ - Associazione Italiana per la Qualità (Italian Association for Quality);
Member of ISHS - International Society for Horticulture Sciences;
Member of SOI - Italian Association for Horticulture;
Member of the Order of Journalists of Emilia Romagna, list of freelance journalists since 1986.

9. Other skills (e.g. Computer literacy):

Knowledge of information technology; use of programmes in Windows™ environment: MS-Excel™, MS-Word™, MS-PowerPoint™.

10. Present position: Free Lance Consultant, Company Moving Borders DOO Skopje (Macedonia)

11. Years within the firm: since 2016 (free-lance consultant since 2000)

12. Key Qualifications: (Relevant to the project):

a) Food and Agricultural Supply Chain Management

Over 15 years participation in several supply chain analysis in horticultural produce, wine/grape, honey, tea, banana, olive oil, cereal, carpet, almond and fishery sub-sectors in several development programmes worldwide providing knowledge in marketing, quality and technology of food/agricultural products, support to rural development programmes, including producer organisation development and establishment of agricultural co-operatives and farmer groups.

Agri-Food Product Marketing

Participation in several projects and development programme on marketing of agricultural products and agricultural strategy worldwide

Assistance to development of rural communities and rural tourism

Contribution to project providing support to farmer groups

Professor of marketing at Parma University (Italy)

More than 10 years of experience in wholesale market management

Managing Director of the Italian Centre for Research on Wholesale Markets

Since 1996, senior consultant in the field of marketing of agricultural products in Eastern European Countries (FYR of Macedonia, Ukraine, Czech Republic, Poland, Belarus, Moldova, Hungary, Slovakia, Bosnia and Herzegovina, Serbia-Montenegro, Albania, and Bulgaria), as well as in Mediterranean Countries

(Malta, Morocco, Egypt, and Tunisia) and Sub-Saharan Countries (Ghana, Nigeria and Swaziland), becoming acquainted with the organisation of fresh produce, fish, wine, olive oil, cereals, and processed vegetable sales operations, the management of agricultural supply chains, the organisation of marketing systems for agricultural products, including the establishment and the development of the fresh produce wholesale markets in Italy and third countries products, support to producer organisation development and establishment of agricultural co-operatives and farmer groups. This also refers to organic and social responsible agricultural products.

Experience on (i) marketing, agricultural strategy development, profitability and competitive analysis in the horticultural sector; (ii) support to producer organisations, agricultural co-operatives and farmer groups, (iii) development of rural communities and enhancement of rural tourism initiatives; (iv) analysis of legal and administrative framework and analyse of market-oriented rural infrastructure; (v) communication, promotion and art direction in advertising actions for food products. This experience has been gained in the work done in Italy and within several international projects in Africa, Asia, Latin America and the Balkans/Eastern Europe. Specific experience in Africa in the field of marketing and quality of cassava roots and cassava products such as gari and in the implementation of inclusive pro-poor business models in agri-sector, an experience enhanced through the assignments completed in Afghanistan and West Africa. Specialist of cassava quality, supply chain management, market and economy in Sub-Saharan countries, giving training and technical assistance to domestic farmers and traders. Various studies conducted in Italy and abroad provide good knowledge of the olive oil sector market.

Professor of marketing at Parma University, Agrarian Faculty. For 11 years, Manager of Vignola (Italy) wholesale fruit and vegetable market and for one year Manager of Leverano (Italy) wholesale flower market, acquiring in-depth knowledge of marketing principles, supply chain management and integration, distribution techniques and quality control systems for fruit, vegetables and citrus fruit, and of the most modern marketing and communication techniques. Director of the Italian Centre for Research on Wholesale Markets. Lecturer and speaker in several conferences and workshops on the management, development and planning of wholesale markets. Researcher on marketing of Parmesan cheese.

Food and Agricultural Product Quality

Qualified Auditor on Quality Management Systems (UNI EN ISO 9001:2008), HACCP system and International Featured Standard - Food (IFS)

Experience in food safety policy programmes in European Union with reference to EU food hygiene package also covering risk assessment and management and WTO rules on SPS

Long experience in pesticides hazards (chemical hazards) management, inspection of products for chemical contaminants, management of controls on pesticide residues in relation to the maximum allowable levels of pesticide residues in food and RASFF

Qualified Auditor on Organic Crop Production since 2005. Qualified Auditor on Quality Management Systems (UNI EN ISO 9001:2008) since 2000. Qualified Auditor on HACCP System, since 1999, Qualified Auditor on International Featured Standard - Food (IFS) since 2009 to 2014. Consistent experience in quality certification, standardisation and development of quality schemes and risk/hazard assessment and management in the food and horticultural sub-sector, with particular reference to pesticides (chemical hazards), inspection of products for chemical contaminants, management of controls on pesticide residues in relation to the maximum allowable levels of pesticide residues in food, etc. Experience in food safety policy programmes in European Union also covering risk assessment and management and WTO rules on SPS. Web-based correspondence class covering all aspects of Latent Cause Analysis (first module titled: Introduction to Latent Cause Analysis), August 2011. Technical Advisor to fresh produce traders and growers on pesticide management and risk/hazard analysis, including training and capacity building, preparation of control plans, management of the relevant records and implementation of measures taken in response to EFSA risk alerts.

Experience in training and capacity building on quality and food safety comes from years of activity and several development programmes. Tutor and lecturer in the Better Training for Safer Food (BTSF) course organised by the European Commission DG-SANCO in Larnaca (Cyprus) in December, 2010 on EU Rapid Alert System for Food and Feed, pesticide residue control and risk assessment. Lecturer and session chairman at the 1st ISHS symposium on fresh food quality and safety, organised in Amman (International Society for Horticulture Sciences Mr. Muyen Qaryouti qaryouti@ncare.gov.jo, 2006).

Experiences in quality management in other sectors cover logistics and transport activities, hotel and nursery management, textile, service companies (translation, graphology, travel agencies, etc.). This was achieved through both audit activities and consultancy on the set-up of quality management systems according to the ISO 9001norm. Pesticide use and application license on 16/09/2014 n. MC3084.

b) Teaching, Capacity Building, Research and Statistics

Professor and researcher of marketing at Parma University (Italy)

Teacher of marketing and quality of fruit and vegetables, strategic marketing and promotion techniques, quality and food safety for various vocational training centres

Managing Director of the Italian Centre for Research on Wholesale Markets

Local Co-ordinator of the Italian Agriculture Statistical Census in 1982 and 1990

Senior researcher at Jagiellonian University – Krakow (Poland), responsible for a research programme in the field of privatisation and small business development in Eastern European Countries, from 1998 to 1999. Director of the Research and Training Centre of the Italian Association of Wholesale Market Managers' Association since 2008. Senior Researcher and Lecturing Professor at Parma University giving lessons about fresh produce wholesale markets and conducting research programmes in the fresh produce sector (University of Parma Prof. Corrado Giacomini corrado.giacomini@unipr.it, 2003 - onwards). Professor of marketing at Parma University, Agrarian Faculty (Prof. Cristina Mora cristina.mora@unipr.it, 2012). Lecturing Professor at the Agriculture University of Tirana (Albania), Agriculture Faculty, giving talks and lessons in the frame of the course on "Project Cycle Management in Agriculture", with special focus on R&D in the agricultural and fresh produce sector (Agriculture University of Tirana - Prof. Zef Gjeta zgjeta@hotmail.com, 2006 – 2008). Local Co-ordinator of the Italian Agriculture Statistical Census in 1982 and 1990. Teacher of marketing and quality of fruit and vegetables, strategic marketing and promotion techniques, quality and food safety for various vocational training centres in Central-Northern Italy, publishing over 100 articles on conventional and organic fruit, vegetables and citrus fruit quality and trade. High school lecturer on quality, control and technology in production of typical P.D.O. Parmesan Cheese. Qualified Auditor on education institutions' Quality Management Systems (UNI EN ISO 9001:2008) since 2009.

c) Environmental management

Chairman of a Regional Natural Park in the Emilia Romagna Region - Italy

Experience in Euromontana and Natura 2000 networks

Experience on development of sustainable agriculture practices and biodiversity protection in agriculture

Chairman of a Regional Natural Park in the Emilia Romagna Region - Italy from 19 July 2005 until 11 November 2008, linked to Euromontana and Natura 2000 networks and committed to the development of organic agriculture. Natura 2000 Network and site management specialist. Experience on development of sustainable agriculture practices and biodiversity protection in agriculture.

d) SME development and public-private partnership (PPP)

Long experience in assisting SME on business development, public relations, marketing and networking

Assistance to R&D and training programmes operated by food SME and horticultural wholesale markets

Constantly involved in the business community, working with SME as manager, consultant, researcher, trainer, providing technical assistance, training, capacity building and facilitating SME and agricultural co-operatives and producer organisations networking, marketing and quality systems' implementation, including start-up assistance and development. This has been achieved as managing director of a fruit wholesale market providing technical assistance services to small farmers (almost 10 years), manager for a trade union (3 years) and a long activity as consultant in several projects worldwide.

Long experience in public-private partnership (PPP) since the beginning of the professional career. In the first ten years, as managing director of a public wholesale market, constantly promoting public-private partnership between the public company managing the wholesale market and the private users of the market (traders, farmers, transporters and service providers). This role continued from 1993 to 1996, on the opposite side, when used to work for a trading union and in that position had to facilitate relationships between traders and the local public institutions. Afterwards, had to promote public-private partnership within several agricultural projects, providing assistance, capacity building and training to favour agricultural start-ups and raise awareness and competence of the beneficiaries.

e) Project evaluation and audit / M&E skills

Experience in project evaluation

Qualified auditor on various quality schemes in the food and agricultural sector

fully conversant with monitoring and evaluation principles, including log-frame approach, results based management

Complete coverage of the different aspects of project evaluation and M&E, including evaluation methods and techniques. This also includes cross-cutting issues: environmental impact assessment, gender analysis, good governance, support activities/resources, information and communication, visibility. Qualified auditor on various quality management schemes in the food and agricultural sector also related to HACCP and EU food hygiene package principles, including deliver of training and capacity building programmes.

f) Key professional experience

Experience in management of consultancy business

Experience in assisting SME with training, coaching and technical advice and consultancy

Experience in designing and delivering training courses on food marketing, quality management and logistics

From 01-1997 to 09-2006 Senior Partner at Think Quality (Italy), own business (Mr. Antonio Lugli, lugli.anto@libero.it). Service company giving specialist advice, training and coaching on marketing and use of quality management system to agricultural, wine, olive oil and fresh produce companies. In this period contributed to various studies on fresh produce, wine and olive oil market, Long experience in contributing to the development of wholesale market concepts in Italy and developing countries through training and

technical advice.

From 02-2016 Director at Moving Borders Ltd. a company providing services and technical assistance to agri-food businesses.

Implementation of marketing programmes, agricultural strategy development, development of supply chain integration schemes and development of use of quality management systems for the fresh produce industry and Good Agricultural Practices for horticultural producers. Auditing on fruit and vegetable growers against national Integrated Crop Management standards and EUREP-GAP (now GLOBAL-GAP) standard. Advice is regularly given, not being limited to, to: a medium-scale wine producer, offering a selected assortment of typical regional wines, on conception and implementation of promotional schemes and new services for selected customers; a domestic association of organic and social responsible growers; a small-scale tomato processor, offering a wide assortment of organic processed tomato products, on conception and implementation of promotional and sales activities; implementation of traceability and marketing programmes for olive oil producers; a domestic consortium promoting sales of fresh cherries on promotional schemes and quality control methods; several fresh produce distributors on planning and implementation of the corporate quality management system and the subsequent management phase as well as procurement and purchase of fresh tomatoes to be exported from Morocco to the Italian market; a service company providing milk, livestock, sweet corn, and cereal primary producers with specialised technical assistance and procurement of production means such as fertilisers, pesticides on designing and implementation of new services for member farmers; wineries willing to improve their marketing actions.

Assistance to R&D programmes operated by fresh produce SME and wholesale markets, including training and capacity building. As for international programmes, the personal profile also includes additional skills, such as: conversant with the principles and working methods of project cycle management and the EC aid delivery methods; conversant with monitoring and evaluation principles, including log-frame approach, results based management, etc.; ability to work under pressure and to respect deadlines; experience in working on SPS-related measures issues in developing countries; experience on cross-cutting issues (environmental impact assessment, gender analysis, good governance, information and communication, visibility).

13. Specific experience abroad (starting from the present assignment):

Specific experience in the former Soviet Union and Central Asia countries

Country	Years
Ukraine	1995, 1996, 1997-1998
Belarus	1997-1999
Georgia	2005
Moldova	2009, 2010
Afghanistan	2011-2012-2013

Specific experience in Latin America and Caribbean Region

Country	Years
Dominican Republic	2016
Jamaica	2016
Trinidad and Tobago	2006; 2016
Argentina	2011 – 2012
Venezuela	2010 – 2011
Chile	2007
Ecuador	1995

The experience in Latin America and Caribbean Region is focused on two major components: (i) quality of food products and training to agricultural and food SME (Trinidad and Tobago, Chile, Argentina); (ii) economy and research on marketing of food products and cassava products (Ecuador, Venezuela).

Specific experience in Sub-Saharan countries

Country	Years
Ghana	2008
Nigeria	2008-2009
Uganda	2015
Swaziland	2011

Specific experience in Mediterranean Region

Country	Years
Tunisia	1999-2001
Malta	2000
Morocco	2004
Egypt	2003-2005; 2014-2016
Cyprus	2010

The experience in Sub-Saharan countries and Mediterranean Region is focused on two major components: (i) quality of food products and training to agricultural and food SME (Swaziland, Cyprus, Egypt); (ii) economy and research on marketing of food products and cassava products (Ghana, Nigeria, Tunisia, Malta, Morocco, Egypt).

Specific experience in the Balkans and Eastern Europe region:

Country	Date from - Date to
Kosovo	05/2013 – 10/13, 01/14
Macedonia FYROM	11-12/2003, 06-07/2004, 05-06/2005, 11/2006-03/2007, 08-09/2007, 11/2008, 02/2009, 07-12/2009, 2010, 05-07/2012, 04-09/2013, 05-07/2014, 09-10/2015, 02-07/2016
Serbia	01-10/2005 – 12/2010
Bosnia and Herzegovina	05/2004 – 2005
Montenegro	05/2010-02/2011
Croatia	09/2010-05/2011
Albania	03/2005 – 11/2006
Bulgaria	1999, 04/2001 – 12/2002, 01-10/2007
Hungary	1986, 02/1998, 2004
Romania	1985, 1986
Czech Republic	09/1996
Poland	04-07/1997, 1998, 1999, 2004, 2014
Slovakia	02-11/2000, 09-12/2001

bananas, development programmes, agricultural strategy development, capacity building, support to farmer groups

14. Professional experience

Date from - Date to	Location	Company	Position	Description
05/2016 - ONGOING	Pacific Islands	TBT – SOGES Ms. Serena Tonziello serena.tonziello@sogesnetwork.eu	Quality Specialist	Lecturer on Food Quality and Safety in the ACP EU TBT Programme "074-15 Enhance trade capacities of Pacific Agribusiness and improve access to international markets", aiming at develop the capacity of trainers and consultants of Small & Medium Enterprises (SMEs) in the establishment and implementation of Export Quality Management Systems (EQMS) that satisfy the requirements of Pacific Islands trading partners and to assist specified SMEs in system implementation for the purposes of achieving certification, particularly related to food safety. MM 1-2016
07/2016 – 08/016	Philippines	AECOM Paloma.Garron@aecom.com	Food Quality and Safety Specialist	Sanitary and Phytosanitary (SPS) Conformity, Training in Traceability to 30 Food Drug Administration inspectors and Technical Assistance to draft the national guidelines for traceability inspection. MM 1-2016
05/2016 – 07/2016	Italy and Azerbaijan	USAID-ASAP Programme Mr. David Blood dblood@asapaz.org Mr. Ethan Bodie ebodie@segura-co.net	Team Leader	Trainer, co-ordinator of a study-visit and facilitator of know-how exchange on technology in stone fruit cultivation and handling in Azerbaijan. Study visit to Italian institutions, research institutes, co-operatives and growers in the frame of a programme for the transfer of technology on stone fruit cultivation and handling to build the capacity of growers and traders in Azerbaijan. MM 1-2016
01/2016 - ONGOING	FYR of Macedonia	EU Delegation – Transtec Ms. Ludmila Strakova lstrakova@transtec.be	Agricultural Co-operatives Specialist / Team Leader	Technical assistant on agricultural co-operatives development in the EU FWC Contract 2015/367980 – Preparation for support to agricultural co-operatives in the Former Yugoslav Republic of Macedonia (60089), aiming at developing the still under-exploited co-operative sector in Macedonia. MM 4-2016
01/2016 - ONGOING	CARIFORUM	TBT – D'Appolonia Ms. Cristina Bianchi Cristina.Bianchi@dappolonia.it	Quality Specialist / Team Leader	Lecturer on Food Quality and Safety in the ACP EU TBT Programme "Market Access Capacity Building Programme for the CARIFORUM Region ", aiming at improving the capacities of CARIFORUM-based food companies to overcome barriers to trade in regional and international markets, especially through the adoption of food safety and quality systems and certification schemes. MM 2-2016
03/2016	Italy - Pakistan	CESTAS – Ms Nada Karaivanova nada.karaivanova@cestras.org	Agricultural Supply Chain Specialist	Lecturer on rural development, organisation of producers and supply chain development to a delegation of senior representatives of the Pakistan Poverty Alleviation Fund Project (PPAF). MM 1-2016
06/2015 – 07/2015	Uganda	UNIDO and JICA Ms. Yvonne Lokko Y.LOKKO@unido.org	Food Safety/Quality and Marketing Specialist	Value chain specialist in the Uganda Banana Industry Development Programme (3ADI), providing recommendations on banana strategy development and how to improve the banana chain in Uganda. MM 1-2015
06/2015 – 08/2016	Ghana	TBT - HCL Ms. Eleni Gerakari eleni.gerakari@hcl-consultants.com	Quality Management System Specialist /	Lecturer and technical assistant on Quality Management Systems (ISO 9001:2015) in the ACP EU TBT Programme "Strengthening the Competitiveness of Ghana-Based Exporters through Effective Export Quality Management Systems", aiming at improving the capacities of Ghana-based exporting companies to overcome barriers to trade in regional and international markets, especially in the non-traditional export sectors,

			Team Leader	through the adoption of quality systems and certification schemes (ISO 9001:2015) among key SMEs in Ghana. Providing advice on the National Quality Policy and the National Quality Infrastructure development. MM 2-2015
09/2015-10/2015	FYR of Macedonia	NIRAS - Ms. Mina Barova minabg@gmail.com	Food Safety/Quality and Pesticide Residue Control Specialist	Quality and pesticide specialist in the project “Capacity Building of the Competent Authorities for Food Safety, Veterinary and Phytosanitary Policy” funded by Eu and managed by NIRAS, giving training on pesticide residue control and sampling in plant-origin food products to inspectors of the Macedonian Food and Veterinary Agency . MM 1-2015
04/2015 – TO DATE	Angola	Ondjango NGO – Ms. Simona Barbieri simona.barbieri.72@gmail.com	Agri-business Specialist	Rural development programme for the Mission of Kawanga, in the province of Benguela Preparation of a programme for the development of the rural community of Kawanga, the growth of rural tourism, the implementation of a market-oriented agricultural value chain and the development of the agricultural production for self-consumption and for the market.
05/2014	Poland	Pro-Civis/EPRD, Anna Kaczmarczyk a.kaczmarczyk@eprd.pl	Agri-Food Marketing Specialist	Lead Lecturer in the EPRD Smart specialisations for Warmia and Mazury Are to build capacity of local agri-food enterprises and agricultural co-operatives, with training classes on «Slow food», culture, tradition and food, direct sales and short market channel, case studies from Italy. MM 1-2014
05/2014 – 06/2014	Italy and FYR of Macedonia	ARD/USAID-AgBiz Programme Mr. Goran Damovski gdamovski@agbiz.com.mk	Team Leader	Trainer, co-ordinator of a study-visit and facilitator of know-how exchange on technology in apple and cherry cultivation and handling in Macedonia and the Balkans. Study visit to Italian institutions, research institutes, co-operatives and growers in the frame of a programme for the transfer of technology on apple and cherry cultivation and handling to build the capacity of growers and traders in Macedonia and the Balkans. MM 1-2014
04/2014 – TO DATE	Egypt	UNIDO, Cairo Office / Ms. Sara Berlese s.berlese@unido.org	International Agri-business Specialist	International Agribusiness Specialist , the Green Trade Initiative, a project managed by UNIDO Office in Cairo that aims at developing exports of selected horticultural commodities from Egypt to Italy and UE. Market access, quality management, logistics organisation and financing are the major components of the project. In this frame, major responsibilities refer to marketing and quality, including assistance on horticultural strategy development, training and capacity building of Egyptian exporters and analysis, development of integrated horticultural value chains, assessment and recommendations on the quality infrastructure of Egypt. MM 6-2014; MM 6-2015; MM 1-2016
02/2014 – 03/2014	Romania	GBI Consulting Vienna – Mr. Robert Kastner robert.kastner@gbiconsulting.at	Horticultural Supply Chain Analysis Specialist	Food specialist in the project “Technical Assistance for preparing the rural development programming period 2014-2020 (C/511/1/1/S/12/00/02/S0/05.08.2013)” providing input to the thematic fruit sub-programme on horticultural strategy development, for the overall description, SWOT, needs’ identification, strategies and measure fiches. MM 1-2014
01/2014 – 02/2014	Kosovo	Ministry of Agriculture and DANIDA – mihai.constantinescu@rks-gov.net	Agricultural Market and Supply Chain Specialist	Advisor on guidance on contractual relations between farmers, co-operatives and processors in the agricultural sector of Kosovo, including diagnostic of the role of agricultural co-operatives. MM 1-2014
05/2013 – 09/2013	Kosovo	Ministry of Agriculture and DANIDA – mihai.constantinescu@rks-gov.net - Mr. Kastriot	Agricultural Market Specialist	Contribution to the national agricultural strategy and rural development programme through the Plant sector study , a survey over the economy of the domestic plant sector and the analysis of the domestic supply chains aimed at the preparation of the IPA plan for Kosovo, providing advice on the rural development and agricultural strategy development, capacity building, support to agricultural co-operatives and farmer groups.

		Koshaj koshaj@agrotec-spa.net		Contribution to the animal product sector study. MM 2-2013.
04/2013 – 09/2013	Italy and FYR of Macedonia	Rural Development Network of Macedonia - ana.d@ruralnet.mk	Team Leader	Trainer, co-ordinator of a study visit and facilitator of know-how exchange on climate changes in agriculture in Macedonia. Study visit to Italian institutions, research institutes and growers in the frame of a programme for the implementation of climate changes mitigation and adaptation in Macedonia to enhance the capacity building on agricultural strategy development related and climate change of senior Macedonian representatives. MM 1-2013
04/2013 - 06/2013	Afghanistan	Ministry of Agriculture, Irrigation, Livestock - Mr. Gian Marco Agostini gianmarco.agostini@gmail.com	Food Safety Specialist	Baseline Survey on Inputs Distribution Networks and Regulatory and Enforcement Aspects. Financial analysis of cost and profit, capital requirements, credit facilities, at all levels of the input supply chain in Afghanistan. SARC – Improving Agriculture Inputs Delivery Systems (IAIDS) - Project Component B; Quarantine Network and Quality Control of Agro-Chemicals – June 2013 MM 0.5-2013
04/2013 - 12/2013	Afghanistan	Ministry of Agriculture, Irrigation, Livestock - SIM-SPA (Italy) and ADB massimo.marino@sim-spa.it	International Training Specialist	Afghanistan Market Infrastructure Investment Programme (AMIP) - Prepare a training programme and action plan , prepare the procedures, guidelines and administrative procedures for selection of the advisory and training body to agricultural FLCC and slaughterhouses; identify the curricula to be covered, design a comprehensive training and capacity building programme on management and food safety for horticultural co-operatives and slaughterhouses, select the training providers that can supply the training services; provide technical input into monitoring and evaluation framework for training activities. MM 3-2013
02/2013 – 07/2013	Afghanistan	Oxfam and OHW – Ms. Jessica Carlson jcarlson@ohw.org.af	Nuts Supply Chain Specialist	Contribution to the Almond supply chain analysis in Daikundi province through the design of a questionnaire to growers, traders and service providers to improve almond strategies in the province. MM 0.5-2013
05/2011 – 03/2014	Afghanistan	SIM-SPA (Italy) and The World Bank – massimo.marino@sim-spa.it	Team Leader	Rural Development Specialist in the Economy Situational Analysis for Balkh, Bamyan, Herat, & Parwan provinces; Agriculture Situational Analysis for Kandahar and Helmand provinces – Provide an analysis of the rural (business and produce) environment in each of the provinces within the frame of the Afghanistan Rural Enterprise Development Program (AREDP) in order to permit AREDP to focus support on supply chains that constitute the best choices for public investment while removing hurdles to market access for supported enterprises. Main targets: agricultural strategy development, capacity building, support to rural communities and farmer groups. Other fields of operations: implementation of inclusive pro-poor business models in agricultural sector; market, profitability, competitive analysis in horticultural sector; analysis of legal and administrative framework; analysis of market-oriented rural infrastructure; cross-cutting issues: environmental impact assessment, gender analysis, good governance, information and communication, visibility. MM 3-2011; MM 1-2012; MM 1-2013; MM 1-2014
11/2012 – 04/2013	Afghanistan	SIM-SPA (Italy) and The World Bank – massimo.marino@sim-spa.it	Statistics Analyst and M&E Specialist	Independent Evaluation Mission on MAIL/HLP Horticultural and Livestock Project. Conduct audits, collect and process data and draft comments on the impact of the Horticultural and Livestock Project. This also includes cross-cutting issues: environmental impact assessment, gender analysis, good governance, information and communication, visibility. MM 1-2012, MM 0.5-2013

05/2012 - 07/2012	Italy and FYR of Macedonia	ARD/USAID-AgBiz Programme Ms. Vesna Garvanlieva vgarvanlieva@epicentar.mk	Horticultural Supply Chain Specialist	Organisation of a study tour to Italy for fruit and vegetables supply chains (apple/fruit and table grapes): modern planting materials, production systems and technology to build the capacity of Macedonia agri-business, horticultural co-operatives and technicians. MM 1-2012
08/2012 – 04/2013	Afghanistan	Vision Supply – Mr. Wafi Walim – wafi.walim@visionsupply.org	Horticultural Marketing Specialist	Development of High Value Horticulture & Apiculture, Kishm District, Badakhshan Province, Afghanistan. CARD-F. Conduct a market survey and provide strategies and recommendations on marketing of added-value products to the provincial markets and on monitoring and evaluation schemes to be used within the project. Provide training capacity building and technical assistance on marketing of horticultural products and honey, supply chain management, producer organisations' and co-operatives' establishment and management, marketing assistance to the Kishim Beekeeper Co-operative Organisation on how to design the honey package: brand, logo, jars, label, including legal and art design. Art director on the design of the logo and brand of the Kishim Beekeeper Co-operative Organisation, including directing and taking pictures from the fields. All these activities also include solutions to cross-cutting issues: environmental impact assessment, gender analysis, good governance, information and communication, visibility. MM 1-2012; MM 1-2013
01/2012 – 12/2013	Italy	Control Union - Mr. Thierry Le Floch tlefloch@controlunion.com Unilveer - Mr. Andrea Granier Andrea.Granier@unilever.com	Food Safety, Quality Biodiversity and Sustainability Specialist	Technical advisor to tomato and horticultural growers, co-operatives and processors supplying Unilever on the implementation of Unilever Sustainable Agriculture Code (SAC), improvement of primary production and management of major metrics for monitoring sustainability of suppliers' performances and develop food safety and sustainability of tomato production. MM 1-2012
05-07/2011	Swaziland	ACE Madrid – Ms. Estelle Laudin -	Food Safety/Quality Specialist	Technical Assistance to the Competitiveness and Trade Support Programme. Training on ISO 22000:2005 international norm, HACCP principles, EU food hygiene package and related food safety issues , compliance with SPS and WTO rules, risk assessment and management in the food chain , to build the capacity of food enterprises and technicians in Swaziland. MM 1-2011
04/2011 – 12/2014	Argentina	Preiti Law Firm y Jorge Eduardo Andion Law Firm - Neuquén – preiti.abogados@gmail.com	Food Safety/Quality Specialist	Trainer and facilitator of know-how exchange in a technical assistance, capacity building and training-on-the-job course on compliance with SPS, WTO rules, quality control of food products, food safety rules, EU food hygiene package at an international level, supply chain management and the impact of private quality standards (IFS, BRC, Global-GAP) on the responsibilities of food producers in Argentina and MERCOSUR countries. MM 1-2011; MM 1-2012; MM 0.5-2015
01/2011 – 12/2014	ACP countries	COLEACP - PIP	Food Safety/Quality Specialist	Service contract entitled: «Support for compliance of ACP horticultural products with regulatory and market requirements (private standards)» Technical assistance initiatives related to quality management, compliance with SPS, Ref. : PIP2 N°1277- Contracted specialist for Lot 3 (Validation / Certification)

12/2010 – 12/2011	Serbia	Seedev Belgrade - Mr. Pascal Bernardoni pascal.bernardoni@seede v.org and REDD Belgrade - Ms. Dominique Barjolle dominique.barjolle@redd. pro	Food Safety/Quality Specialist	Review of the benchmarking of the standards required by the buyers of Serbian food products done by local specialists and contribution to the understanding of the use of quality standards and supermarket chains quality protocols by primary producers and agricultural co-operatives with a specific aim at certification and implementation of quality schemes related to food safety. Capacity building of concerned institutions in the field of quality assurance at farmer level. Teacher on SPS and on the implementation of Global-GAP quality standard by Serbian certification bodies. MM 1-2011
11-12/2010	Cyprus	EU Commission – AESA Consortium – Dr. Diana Quilliquini d.quilliquini@aesagroup.e u	Food Safety/Quality Specialist	Trainer, tutor and facilitator of know-how exchange in the Better Training for Safer Food course organised by the European Commission DG-SANCO in Larnaca (Cyprus) on EU Rapid Alert System. SPS, pesticide residue control and risk assessment and management in the food chain, to build capacity of Mediterranean institutions on EU food control system. MM 1-2010
05/2005 – TO DATE	Italy	Parma University – Prof. Cristina Mora cristina.mora@unipr.it and Prof. Corrado Giacomini	Marketing Professor, Senior Market Researcher	Lecturer and Senior Researcher on market of agricultural products and food . Contribution to international research programmes concerning: introduction of GMO salmon in the European market; consumption of summer fruit among students in Parma; cassava consumption in Italy. Professor of Marketing and lecturer in the Post-graduate course on origin-based food and wine products COMET. MM 1-2010; MM 1-2011; MM 2-2012; MM 1-2013; MM 1-2014; MM 1-2015
09/2010 - 05/2011	Croatia	FAO - Stjepan Tanic, REUT Mr. Pascal Bernardoni pascal.bernardoni@seede v.org	Olive Sector Development International Specialist	TCP/CRO/3201 Component1 – Development of the olive oil sector in Croatia . Some fields of operations: Market, profitability, competitive analysis in horticultural sector, agricultural strategy development. Olive oil supply chain analysis. Analysis of legal and administrative framework. Analysis and diagnostic of agricultural co-operatives' potential and market-oriented rural infrastructure. MM 1-2010
06/2010 – 12/2010	Montenegro	EU Delegation and Ministry of Agriculture of Montenegro – Hydea Mr. Morten Kvistgaard MKV@Evaluators.eu	Team Leader	Rural Development Specialist in the FWC BENEf 2009 – Lot 1 Rural Development “ Preparation of a Fruit and Vegetable/Wine sector study for the IPARD programme ” Project ref.: EUROPEAID/127054/C/SER/ multi. Some fields of operations: Market, profitability, competitive analysis in horticultural sector, horticultural and wine strategy development. Analysis of legal and administrative framework. Analysis and diagnostic of agricultural co-operatives' potential and market-oriented rural infrastructure. MM 1-2010
03/2010 – 12/2012	Venezuela . Trinidad & Tobago and Italy	Green Med Journal Dr. Antonio Felice editor@greenmed.eu - Universidad de Los Andes, Merida – Prof. Ligia Garcia nathaliegarcia21@hotmail.com	Senior Cassava Market Researcher	Development of research programmes in the field of cassava market and economy and senior researchers in Venezuela, with co-operation with CARIRI (Trinidad & Tobago). Chairman of the First Green-Med workshop on cassava, Rome May 2010. Other fields of operations: Implementation of inclusive pro-poor business models in agro-food sector. Market, profitability, competitive analysis in horticultural sector. Analysis of legal and administrative framework and diagnostic of agricultural co-operatives' potential. MM 1-2010; MM 1-2011
01/2009 – 12/2010	Italy and Macedonia	Focus-Balkans and Parma University – Prof. Cristina Mora cristina.mora@unipr.it	Senior Food Market Researcher	Development of consumer science in the Balkans: research programme on fruit and origin-based food products. MM 2-2010

01/1998 – 12/2014	Italy	Ortenzi Ltd. – Mr. Nazzareno Ortenzi ortenzin@orodellaterra.it	Quality Assurance Manager, Food Safety and Marketing Specialist	Responsible for the implementation of the quality management system of Ortenzi Ltd. and the relevant Good Farming Practices to be transferred to their suppliers, including HACCP implementation, food safety rules, EU hygiene package, development of certification schemes and validation procedures and risk assessment and management in the food chain. Contributing to the development of corporate marketing strategies within the targeted area. Preparing the procedures, guidelines and administrative procedures for selection of the advisory body on fresh produce marketing and communication. Delivery of training and building capacity of company workers. Ortenzi Ltd. is a major distributor of fresh produce based in Macerata (Italy) and operating six warehouses in regional wholesale markets, with a yearly turnover of 30 million Euro and 145 employees. Contributing to the development of a new wholesale market concept in Foligno, a major production and distribution area in central Italy, by implementing new relationships between the wholesale market and primary producers. MM 1-1998; 5-1999; 3-2003; 1-2004; 1-2005; 2-2009; 1-2010; 2-2011; 4-2012; 1-2013
01/2008 – 01/2010	Ghana and Nigeria	IFAD Rome - Mr. Andrea Serpagli a.serpagli@ifad.org	Agricultural Marketing Specialist	Empowerment of the marketing capacities of both RTEP staff, other government stakeholders involved, at various levels, into RTEP activities and agro-processing groups in the frame of the Regional Cassava Processing and Marketing Initiative (RCPMI) development programme for Western and Central Africa. Other fields of operations: Implementation of inclusive pro-poor business models in agro-food sector. Market, profitability, competitive analysis in horticultural sector, agricultural strategy development, support to farmer groups. Capacity building of concerned institutions in the field of marketing of cassava products. Cassava supply chain analysis. Analysis of legal and administrative framework. Analysis and diagnostic of agricultural co-operatives' potential and market-oriented rural infrastructure. MM 3-2008; 2-2009
06/2006 – 12/2014	Italy	Certiquality – Santina Modafferi s.modafferi@certiquality.it	Food Quality Specialist and Auditor	ISO 9001:2008 and IFS Food Version 5 Lead Auditor, including HACCP principles, food safety rules, EU food hygiene package and microbiological requirements for food. MM 1-2008; 1-2009; 1-2010; 1-2011; 1-2012; 0.5-2013; 0.5-2014.
2008 - to date	Italy	Training and Research Centre of the Italian Association of Wholesale Market Managers, dr. Pietro Cernigliaro pcernigliaro@hotmail.it	Managing Director	Managing Director of the Training and Research Centre of the Italian Association of Wholesale Market Managers , planning, designing and delivering training courses on marketing, logistics and quality of agro-food products with special focus on wholesale markets, including evaluating vocational education and training programmes and R&D programmes in the fish and fresh produce sectors, also with reference to agro-food supply chain management and rural development programmes in the food sector and the development of a certification scheme for wholesale markets and their managers. This latter comprises the assurance of good practices, food safety improvement, capacity building of concerned institutions in the field of marketing of agricultural products, fair circulation of information and full compliance to legal requirements. MM 1-2008; 3-2009; 1-2010; 1-2011; 1-2013; 0.5-2014
10/2009 – 12/2010	Moldova	Studio Com and Moldova Ministry of Agriculture Dr. Ermes Bampa studicom@tiscali.it	Horticultural Marketing and Quality/Food Safety Specialist	Lecturer in a training course on marketing and quality of horticultural produce proposed for exports to European Union , with key focus on apples, table grapes and citrus fruit, to build capacity of Moldova institution's and enterprises. Scientific co-ordinator of the pre-feasibility study for the establishment of a new wholesale market facility in Chisinau. Other fields of operations: Market, profitability, competitive analysis in horticultural sector. Horticultural produce supply chain analysis. Analysis of legal and administrative framework. Analysis of the potential development of horticultural producer groups and organisations. Analysis of market-oriented rural infrastructure.

				MM 2-2009; 2-2010
05/2009	FYR of Macedonia and Italy	GRM - MAASP Ms. Vesela Domazetova vesela.domazetova@grmi nternational.org.mk	Team Leader	Co-ordinator of a study visit and know-how exchange between the University of Parma and a group of Macedonian specialists to build capacity on the development of GI food concept in Macedonia. Study visit to Italian PDO and PGI consortia and members in the frame of a programme for the implementation of protection of origin-based agri-food and dairy products in Macedonia. MM 1-2009
01/2009 – 04/2009	FYR of Macedonia	Macedonian Ministry of Agriculture - Development Committee of the Tomato - Paprika Sub-sector (DCTP) NGO Ljupco Tosev lj.tosev@face.org.mk	Horticultural Market Specialist	Preliminary study and proposal for guidelines for a Common Market Organisation (CMO) for fruit and vegetables in the Republic of Macedonia, including rural development issues related to agriculture and the food sector . Other fields of operations: Market, profitability, competitive analysis in horticultural sector horticultural strategy development. Capacity building of concerned institutions in the field of organisation of agricultural markets and support to producer organisations, agricultural co-operatives and farmer groups. Analysis of WTO rules and legal and administrative framework. MM 3-2009
02/2009	FYR of Macedonia	FACE NGO Prof. Gordana Popsimonova g.popsimonova@zeminst. edu.mk	Horticultural Supply Chain Specialist	Proposal for a fruit and vegetable market organisation in Macedonia, to include the establishment of Producer Organisations and the implementation of marketing quality standards , including Good Farming Practices and impact of rural development on the processing sector . Other fields of operations: Market, profitability, competitive analysis in horticultural sector bananas, horticultural strategy development, capacity building, support to farmer groups and establishment of producer organisations and agricultural co-operatives. Horticultural produce supply chain analysis. Analysis of WTO rules legal and administrative framework. MM 1-2009
11/2008	FYR of Macedonia	Italian Institute for Foreign Trade - Mr. Paolo Ferrucci p.ferrucci@ice.it	Agri-food Market Trainer	Lecturer in a training course organised by the Skopje ICE Office on marketing of food and agricultural products, including dairy food and olive oil, impact of rural development strategies in the EU market, and quality standards in use in EU, including the EU food hygiene package . Other fields of operations: Market, profitability, competitive analysis in horticultural sector. Horticultural produce supply chain analysis. MM 1-2008
10-11/2007	Chile	Chilealimentos - Andrés Acevedo aacevedo@chilealimentos. com	Agri-food Market Trainer	Lecturer in the annual Chilealimentos general assembly on supply chain integration, role of agricultural co-operatives and rural development issues . MM 1-2007
08-09/2007	FYR of Macedonia	ARD/USAID-AgBiz Programme Mr. Goran Damovski gdamovski@agbiz.com.mk	Agri-food and Horticultural Supply Chain Specialist	Study on the market integration of growers into the agri-food chain via producer groups/co-operatives/organisations in Macedonia, working on the integration of producer groups into the food chains. MM 1-2007
01/2007 – 11/2007	Bulgaria	EU Commission Phare – Agrotec Rome – Mr. Kastriot Koshaj koshaj@agrotec-spa.net	Team Leader	Technical Assistance to the Executive Agency for Vine and Wines (EAVW) in Sofia re quality policy assistance and controls on vineyards and wineries; capacity building on laboratory controls, field controls and winery controls; risk assessment and management in the wine chain; management of relevant information on performed controls and development of schemes to validate the information provided by the Agency;

				preparation of the procedures, guidelines and administrative procedures for selection of the advisory and training bodies. MM 7-2007
11/2006 – 04/2007	FYR of Macedonia	EU Agency for Reconstruction – Agrotec Rome - Mr. Koshaj Kastriot koshaj@agrotec-spa.net	Team Leader and Market Specialist	Survey on the trends of the Macedonian fresh produce market and proposals for rural development IPARD funds utilisation in Macedonia. Some fields of operations: Market, profitability, competitive analysis in horticultural sector. Horticultural produce supply chain analysis bananas, horticultural strategy development, support to farmer groups. Analysis of legal and administrative framework. Analysis and diagnostic of agricultural co-operatives' potential and market-oriented rural infrastructure. MM 1-2006; 1-2007
01/2005 – 12/2006	Italy	UNAPROA – Mr. Melven Bosca	PO Specialist	Technical assistance to Italian PO adopting operational plans funded by EU according to specific CMO regulation. Fields of activity: support to producer organisations and co-operatives, control of operational plan implementation and management; proposals for improvement of actions included in the operational plan. MM 3-2005; 2-2006
02/ 2005 to 11/2006	Western Samoa and Trinidad-Tobago	FAO/TCAP and INEA (Italy) Mr. Andrea Serpagli a.serpagli@ifad.org	Food Safety/Quality Specialist	FAO/TCAP FAO - ITALIAN GOVERNMENT COOPERATIVE PROGRAMME Promoting CARIFORUM/CARICOM Food Security (GTFs/RAS/198/ITA). Preparation and delivery of training sessions about quality management systems in agri-food chains , to include ISO 9001:2000 norms, EUREP-GAP protocol, Good Farming Practices, traceability systems, compliance with SPS and WTO rules, SA-8000 standard, HACCP method, risk assessment and management in the food chain and other quality standards to build the capacity of regional institutions on food strategy development. MM 1-2005; 1-2006
08/2005 - 09/2005	Georgia	IFAD/The World Bank Mr. Garry Smith	Agri-food Marketing and Safety/Quality Specialist	<i>“Development of selected agricultural supply chain”</i> . Preparation of a market study about competitiveness and market opportunities for Georgia , to design a detailed training and technical assistance programme, individual training and technical assistance programmes, and workshops to be delivered to Georgia agro-industry participants (mandarin and citrus fruit, fresh produce, hazelnut, tea sub-sectors). Some fields of operations: Market, profitability, competitive analysis in horticultural sector, agricultural strategy development, capacity building, support to farmer groups. Horticultural produce, citrus fruit, hazelnut, tea supply chain analysis. Analysis of legal and administrative framework. Analysis and diagnostic of agricultural co-operatives' potential and market-oriented rural infrastructure. MM 1-2005
05/2005 to 06/2005	FYR of Macedonia	European Union – ACE (Spain) Ms. Estelle Laudin	Horticultural Quality/Safety Specialist	Project n. EUROPAID/114809/D/SV/MK <i>“Training on Liberalised Trade”</i> . Advise the Macedonian Ministry of Agriculture on the best strategies the Ministry should adopt to organise fresh produce quality control, including HACCP, food safety and the development of national schemes for validation of quality of Macedonian fresh produce and role of producer groups/co-operatives. MM 1-2005
03/2005 – 11/2006	Albania	FAO Mr. Luciano Leonetti	Agri-food chain Specialist	FAO Project GCP/ALB/005/ITA <i>“Agriculture Production Support in Albania”</i> . Design marketing strategies and rural development plans for the development of selected agricultural chains, to include the organisation of selected assembly markets across the country and assist the marketing development of domestic producers and co-operatives of olive oil, wine, dairy and fresh produce and citrus fruit and including preparation of Good Farming Practices schemes . Some fields of operations: Market, profitability, competitive analysis in horticultural sector, agricultural strategy development, capacity building, support to farmer groups, development of rural tourism. Horticultural produce, wine, cheese, olive oil supply chain analysis. Analysis of legal and administrative framework. Analysis and diagnostic of agricultural co-operatives' potential and

				market-oriented rural infrastructure. MM 3-2005; 2-2006
01/2005 to 10/2005	Serbia and Montenegro	The World Bank Institute and SMECA	Agri-food chain Specialist	SMECA Project "Support to SMECA and Serbia-Montenegro exporters" managed by Economisti Associati Bologna (Italy). Main tasks: Design a detailed training programme, individual training programmes, workshops to be delivered to Serbia-Montenegro agri-food exporters, to include training and technical assistance on Marketing, Capacity building of concerned institutions in the field of marketing of horticultural produce, Horticultural produce supply chain analysis, Good Farming Practices, food safety and EUREP-GAP quality standard development and implementation. MM 2-2005
09/2003 to 09/2004	Italy	Fondi Wholesale Market Company	Horticultural Marketing and Quality Specialist	Lazio Region funded Project "Marketing development of the Fondi Wholesale Market" – Code 5443. Main tasks: Advice to the fresh produce traders and co-operatives that are based at the Fondi wholesale market about the adoption of specific quality management procedures and the development of the necessary facilities. Capacity building of concerned institutions in the field of marketing of fresh produce. MM 3-2003; 3-2004
06/2004 to 07/2004	FYR of Macedonia	USAID	Fruit and Vegetable Quality/Safety and EUREPGAP Specialist	USAID Project " <i>Seal of Quality for Macedonian Agrifood Industry</i> ". Main tasks: Preparation of a comprehensive information package on EUREP-GAP quality standard. Delivery of training re. EUREPGAP and Good Farming Practices and support to Macedonian farmers, producer groups, co-operatives and traders and capacity building of concerned institutions. MM 4-2004
05/2004 to 12/2005	Bosnia Herzegovina	The World Bank	Fruit and Vegetable Market Chain Specialist	" Small Scale Competitive Agricultural Plan ". Preparation of a market study about competitiveness and market opportunities for a selected area of south BiH, to design a detailed training and technical assistance programme, individual training, rural development programmes and technical assistance programmes, and workshops to be delivered to BiH agri-industry participants and co-operatives. Some fields of operations: Market, profitability, competitive analysis in horticultural sector, agricultural strategy development, capacity building, development of agricultural value chain, support to farmer groups. Horticultural produce, wine, honey supply chain analysis. Analysis and diagnostic of agricultural co-operatives' potential and legal and administrative framework. MM 2-2004
12/2003 to 12/2005	Egypt	UNIDO	Fruit and Vegetable Market Chain Specialist, team leader	Traceability of agri-industrial products for the European market – XA/EGY/03/646/11-57 and YA/EGY/03/463/11-52. Main tasks: Identification of possible traceability schemes to be adopted by Egyptian horticultural and citrus fruit exporters. Design of specific proposals on how Egyptian horticultural and citrus fruit exporters may adopt traceability concepts. This also includes evaluation of Good Farming Practices adopted by Egyptian producers and adoption of traceability practices in line with EU food safety rules and food hygiene package. Other field of operations: Horticultural produce supply chain analysis. Capacity building of concerned institutions in the field of supply chain management. Analysis of legal and administrative framework. MM 1-2003; MM 2-2004; 1-2005
11/2003 to 12/2003	FYR of Macedonia	The World Bank	Fruit and Vegetable Market Chain Specialist	" Short Study on Competitiveness of Macedonian Agriculture ". Preparation of a market study about competitiveness and market opportunities for Macedonian sour cherries and berries. Delivery of specific advice to Macedonian sour cherry and berry supply chain participants. Preparation and delivery of a workshop about the Macedonian sour cherry and berry market potential, to consider marketing, quality,

				production, and logistics operations along the sour cherry and berry supply chain. Some fields of operations: Market, profitability, competitive analysis in horticultural sector. Cherry supply chain analysis. Analysis of legal and administrative framework. Analysis and diagnostic of cherry co-operatives' potential and market-oriented rural infrastructure. MM 2-2003
02/2003 to 11/2003	Italy	Chioggia Fish Market Authority	Fish and Seafood Marketing Specialist	Feasibility study for the development of the Chioggia fish wholesale market, including marketing and financial analysis of the proposed expansion of the wholesale activities. MM 2-2003
01/2002 to 12/2004	Italy	Think Quality – Biolab/Vistoverde	Agri-food Quality/Safety Specialist	Development of a quality control scheme, of a consistent validation protocol and execution of quality inspections over suppliers of fresh fruit, vegetables and citrus fruit to domestic supermarket chains to verify compliance to their supply protocol and quality regulations re food safety and pesticide residues. MM 1-2002; MM 1-2003; MM 1-2004
01/2002 – 12/2002	Italy	Think Quality – Biolab/CARB	Agricultural Research Specialist	Responsible for a research programme on innovation in agriculture, with particular reference to the integration of the maize supply chain of local co-operatives and the development of control and validation schemes for the production of maize, cereal, dairy and horticultural produce among farmers belonging to local co-operatives. MM 9-2002
04/2001 to 12/2002	Bulgaria	ABG (Germany)	Fruit and vegetable Wholesale and Marketing Specialist	" <i>Creation of Marketing Structures for Fruit and Vegetables</i> " (GTZ). Implementation of a marketing programme for the development of selected Bulgarian wholesale markets, including the establishment of horticultural co-operatives and farmers' organisations , the improvement of marketing of berries, cherries, and peppers, the organisation of regular supply of fresh raspberries for freezing industry, and the sales promotion of organic agricultural products and domestic wine. Some fields of operations: Market, profitability, competitive analysis in horticultural sector. Horticultural produce supply chain analysis. Analysis of legal and administrative framework. Analyse and diagnostic of agricultural co-operatives' potential and market-oriented rural infrastructure. MM 8-2001; MM 2-2002
09/2001 – 12/2001	Slovakia	Danagro (Denmark)	Horticultural Producer Organisation Specialist	Phare Project number SR-98080201 " <i>Slovak Republic Institutional building of the Agricultural Sector</i> " Design of a national quality mark concept to promote and improve domestic wine and fresh produce marketability, also connected with rural tourism business. Delivery of technical assistance to domestic horticultural POs and co-operatives, including proposal of Good Farming Practices and certification schemes and capacity building of concerned institutions in the wine sector. MM 2-2001
02/2000 - 05/2001	Italy	Apgo Turin Ltd. (Italy)	Managing Director	Responsible for the planning and the implementation of new services to be offered to a broad audience of fresh produce wholesalers. Besides, in strict co-operation with C.A.A.T. - Turin Wholesale Market Company, facilitating Turin Wholesale Market to move to the new location made available by the Turin City Council. Implementation of marketing programmes and certification schemes for the fresh produce sector, with specific reference to wholesale markets. Delivery of training and capacity building to traders and technicians on marketing and trade organisation. MM 2-2000; MM 1-2001
02/2000 – 11/2000	Slovakia	Agrotec (Italy)	Fruit and Vegetable Wholesale and Marketing Specialist	EU Phare Project n. SR-970605010002 " <i>Slovak Food Sector Adjustment and Modernisation</i> ". Implementation of a marketing programme for the Slovak horticultural sector, including the creation of horticultural farmers' organisations and co-operatives, the integration of the horticultural produce supply chain, Capacity building of concerned institutions in the field of food safety and the improvement of the sector's HACCP and food safety practices. These latter in co-operation with the Food Safety Directorate of the Ministry of Health. MM

				8-2000
04/2000	Malta	CSC Mercati (Italy)	Marketing and Business Planning Specialist	Malta Government Project “ Malta Fish Wholesale Market ”. Preparation of a preliminary marketing plan and a business plan for the Malta Fish Wholesale Market. MM 1-2000
04/1999 – 03/2001	Tunisia	Studio Esse (Italy) – Altieri (Italy)	Senior Agronomist	ECIP tentative Project “ Development of horticulture production in the northern area of the country ”. Implementation of a marketing programme. Preparation of a draft business plan re the creation of a private business in traditional and organic horticulture ad olive oil production and designing of adequate Good Farming Practices. MM 1-2000; MM 1-2001
02/1998	Hungary	Hiros Piac (Hungary) – CSC Mercati (Italy)	Horticultural Marketing Specialist	EU Jop-Phare Project “ Kecskemet Wholesale Market ”. Preparation of a preliminary marketing plan for the Kecskemet Wholesale Market, including: a marketing survey of retail and wholesale distribution in Budapest and Hungary; marketing analysis on the demand for fruit and vegetables in Budapest, analysis of the horticultural supply chain. MM 1-1997
08/1998 - 03/1999 and 10/1997 - 03/1998	Republic of Belarus	Freshconsult (Austria) – CS-C Mercati (Italy)	Team Leader	EBRD “ Minsk Wholesale Market Project ” n. C-8988/TCS-98.07.05 Implementation of a marketing programme; assist MWMC to increase gross revenue from direct trading and brokerage activities on domestic and imported food products, including dairy food and olive oil through business planning and feasibility analysis; design and implement training for the MWMC marketing department. EBRD “Minsk Wholesale Market Project” n. C-7229/AUS-93.12.05. Implementation of a plan of action including such goals as: market information centre’s establishment; introduction of transportation services and brokerage service to MWMC buyers; investigate use of open market areas; farmer co-ordination; support to the MWMC marketing department; R&D programmes; capacity building of concerned institutions in the field of marketing of food products; organisation of an advertising campaign and market promotion fairs. MM 3-1997; MM 11-1998; 4-1999
04/1993 - 12/1997	Italy, Vignola	Parcheggi a Vignola Srl	Re/engineering & management specialist	Parcheggi a Vignola is a Parking Service Company based in Vignola, owned as a PPP by a co-operative of local retailers and residents. Managing director and member of the Board of Directors in charge of a) evaluating the business environment and the cost-benefit analysis, b) preparing, validating and implementing the business plan for the launch of the initiative, c) designing and implementing a new marketing strategy, d) negotiating with banks and local authorities the preliminary conditions for the investment.
04/1997 - 07/1997	Poland	AGROTEC SpA (Italy)	Horticultural Marketing and PO Specialist	Specialist for Horticultural markets within the EU Phare Project n. P9312-08-01 (24) “ Development of Marketing – Primary Producers’ Organisation in South-Eastern Poland ”. Preparation of a marketing plan for the newly established farmers’ organisations and agricultural co-operatives, to build the capacity of domestic producers, institutions and technicians. MM 3-1997
10/1996 - 03/1997	Italy	Wholesale Market of Leverano di Lecce (Italy)	Managing Director	Manager of Leverano Wholesale Market, a consortium company managing the flower wholesale market, including the implementation of quality control procedures, certification schemes and price collection schemes. The Leverano Market: 10 million US\$ of flowers yearly traded. 200 operators present, of whom 5 production co-operatives. MM 2-1996; 2-1997

01/1997 - 03/1997	Ukraine	Agritechno Ltd. (Italy)	Team Leader	Marketing Specialist within the EU Tacis Project n. TA-CIS/BIS/95/095/030 “Technical Assistance for the introduction of advanced techniques in selling food products” . Beneficiary: Norma Ltd, Odessa. Implementation of a marketing programme; prepare the procedures, guidelines and administrative procedures for selection of the advisory body on food marketing and management, assist Norma to build their marketing capacity and increase gross revenue from new services; design and implement training for the commercial department trading on domestic and imported food products, including dairy food and olive oil. MM 3-1997
09/1996	Czech Republic	CTH (The Netherlands)	Horticultural Marketing Specialist	Marketing Specialist within the “Brno Wholesale Market Project” , financed by the Royal Dutch Government. Preparation of a preliminary marketing plan for the Brno Wholesale Market. MM 2-1996
05/1996 - 08/1996	Ukraine	Nethconsult (The Netherlands) - CS-C Mercati (Italy)	Team Leader	Marketing Specialist within the EBRD “Kiev Fruit and Vegetables Marketing Restructuring Project” : Kiev Wholesale Market Company management assistance, responsible for the preparation of the revised business plan of the wholesale market . Preparation of a business plan for the Kiev Wholesale Market; promotional activities for the projected market and contacts with local wholesalers trading on domestic and imported food products, including olive oil. MM 4-1996
01/1996 - 04/1996	Ecuador	AGROTEC SpA (Italy)	Agri-food Marketing Specialist	Backstopping Specialist for Agricultural markets in the preparation of the tender dossier for a project in the province of Pichincha. MM 1-1996
01/1995 – 11/1995	Italy	Cesenatico Fish Market Authority	Fish Marketing Specialist	Analysis of the auction sales system in the fish sector and inclusion of fishermen co-operatives in the system. MM 3-1999
04/1993 - 04/1996	Italy	Ascom Srl, Modena (Italy) and FAM Ltd Confcommercio Modena (Italy)	Managing Director	Collaborated with the top management of Ascom, a consultancy company associated to the provincial traders’ union that is specialised in the sectors of marketing (trade and services), external relations and accounting and management assistance for companies, including the development of certification schemes and validation procedures for the fair and transparent circulation of information related to the associated companies. Collaborated on company development and reorganisation programme. Also worked with the internal training centre, as teacher of distribution and marketing of agricultural products. FAM represented a service and consultancy company for small and medium enterprises, with head office in Modena (Fam - Caed), with 7 employees of professional level. Apart from general management of the company, he deals with external relations and directly follows certain specific areas of consultancy (marketing, quality, environment, training). MM 9-1993; MM 12-1994; 12-1995; 3-1996
01/1990 - 12/1990	Italy	AIAB - Association for Organic Agriculture	Agri-food Marketing Specialist	Technical Assistance on marketing of organic and social responsible agricultural products. 1-1990
05/1991 - 01/1993 and 09/1981 - 04/1990	Italy	Vignola Wholesale Market – Vignola di Modena (Italy)	Managing Director, Horticulture	Manager of Vignola Wholesale Market, a consortium company managing the auction market of fruit and vegetables . The Vignola Market: 20.000 tons of cherries, plums, apricots and pears traded in 4 months (May - September). 20 operators present, of whom 16 wholesalers and 4 agricultural co-operatives. Located in an area with the highest concentration of capital and agricultural technologies in Italy. Responsible for the planning and implementation of the new system of auction sale and the subsequent management phase. Managed purchases, logistics, sales and administration, with an annual turnover of approx. 8 million US\$, and co-ordinated a group of 20-25 collaborators, 5 of whom of professional level (auctioneers (2), administrative manager, quality manager and handling manager) . In particular had the

				following responsibilities: (i) Purchases and logistics: commercial and logistics organisation of purchases, reception and handling of goods; control of suppliers; (ii) Quality; setting up and verification of quality control system; designing of adequate Good Farming Practices for fruit producers and technical assistance to small farmers; (iii) Marketing and sales: selection of clients, contracts, promotion of new business; (iv) Administration and finance: management with the Chairman's office of the company's financial problems; relations with banks; assigning of customer credit and management thereof; co-ordination of accountancy. MM 4-1981; MM 12-1982; 12-1983; 12-1984; 12-1985; 12-1986; 12-1987; 12-1988; 12-1989; 3-1990; 7-1991; 12-1992; 3-1993
04/1990 - 04/1991	Italy	NCX Drahorad Ltd, Savignano sul Panaro (Italy)	Manager	NCX Drahorad operates as a trading agency and consulting firm for market research, marketing, etc. Was answerable directly to the Chairman of the Board of Directors and with the help of two collaborators, promoted the development of certification schemes and consultancy services on innovative marketing for companies in the fruit and vegetable and citrus fruit sector, also export-oriented. Operated in this position as marketing consultant to distribution companies and as collaborator to journals specialised in agriculture and distribution, and of training centres, teaching Distribution of Agricultural Products and Marketing. MM 8-1990; 5-1991
03/1981 - 09/1981	Italy	Agricultural Co-operative Union – Modena (Italy)	Agronomist	Milk production specialist, Field Assistant to the Dairy Production and Marketing Division in the management of the county dairy co-operatives. MM 6-1981

15. **Other relevant information:** (*Publication etc.*)

Over 100 publications on scientific and technical magazines about marketing, distribution and logistics of fresh produce, including citrus fruits, and agricultural products.

Specific Training and Teaching Record

2012- 2013 - Afghanistan

Teacher of marketing to farmers, agricultural co-operatives and traders of honey and horticultural products

2008-to date – Italy

Managing Director of the Training Centre of the Italian Association of Wholesale Market Managers, planning, designing and delivering training courses on marketing, logistics and quality of agri-food products

2004–to date - Italy

Contracted Professor of Agri-Food economy, logistics and quality at Parma and Macerata Universities

2008 onwards – Macedonia FYROM

Designing and conduction of training courses and study visits on quality and production of food products

2000–2008 and 2014 – to date Italy

Contracted Professor of Agri-Food logistics and quality for Italian Agriculture High Schools

1985-to date - Italy

Planning, designing and delivery of vocational training courses on marketing and quality of agricultural products for domestic training centres, including: Formez Naples, CIPA Modena, CERMET Bologna, IRFATA Modena, IAL Modena

2007 – Bulgaria

Team Leader in the project “Technical Assistance to the Executive Agency for Wine and Vineyards” providing training on controls on vineyards and wine to the senior and middle staff of the Bulgarian Executive Agency for Wine and Vineyards

2005-2006 – Trinidad and Western Samoa

Lecturer on Agri-Food quality within the FAO projects for the development of trading agreement between Europe and CAP Countries

2005 – Macedonia FYROM

Designing and delivery of training courses on quality of fresh produce within the EU project Training on Liberalised Trade

2004 – Macedonia FYROM

Planning, designing and delivery of training courses on EUREP-GAP (now GLOBAL-GAP) quality standard within the US Land O' Lakes Programme for the development of Macedonian agriculture and agricultural co-operatives

1997-1999 - Belarus

Planning, designing and delivery of training courses on marketing of agricultural products to the Minsk Wholesale Market staff

1997 - Poland

Designing and delivery of training courses on EU common market organisation for fruit and vegetables within a specific FAPA-EU Programme