



GABRIELLA ESPOSITO

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About me: Gabriella is a 33 years old Engineer, has been working as Project Manager for 4 different Multinational Companies in Profit Sector (Pharmaceutical, Food&Beverage, Packaging and Innovation, Automatic Machine). After a volunteering experience in Ghana and in Kenya to empower Women Entrepreneurs through a Microcredit Project, she has decided to change her path. She attended a Master in Fundraising Management for National and International Cooperation, and in Euro Project Management. She has worked as Partnership Developer for University of Bologna in order to create a liaison between Companies and University. Now she is working in Beirut with an Italian NGO, ICU Institute for University Cooperation as Project Manager for REESTART in Energy and Environment Cooperation Development Sector.

● WORK EXPERIENCE

02/2020 – CURRENT – Beirut, Lebanon

PROJECT MANAGER - ENERGIA E LIVELIHOOD – ICU - ISTITUTO PER LA COOPERAZIONE UNIVERSITARIA ONLUS

NGO - Energy and Livelihood

Management of EU-funded Project - REESTART: Renewable Energy and Energy Efficiency for Sustainable energy Transition And Reinforced Trust between SMEs and ESCOs.

The project aims to promote entrepreneurship, innovation and the creation of new jobs in the transition of Lebanon towards renewable energy sources. The objective of the project is to achieve high levels of investment in renewable energy and energy efficiency in companies, through the creation of an environment auspicious to the growth and development of Energy Service Companies.

Ensure program implementation is on time, target and budget

- Work with and support team members in the design, adaptation and implementation of program activities to achieve measurable impact within an uncertain country context
- Ensure program implementation is on time, target and budget and ensure that the program implementation is responsive to communities' needs and consistent with EU relevant program guidelines, principles, values, quality standards and strategic plan
- Management, implementation and monitoring of on-the-spot activities in compliance with the time schedule and the expected indicators
- Coordination of the project team on site (2 engineers and 1 administrative) and ensure a positive working environment and good team dynamics; Create and sustain a work environment of mutual respect where team members strive to achieve excellence as individuals and as a team
- Management of institutional relations with partners (4), local authorities (Ministry of Environment, Ministry of Energy and Environment, AICS and EU Delegation in Lebanon, International NGO as UNIDO, UNDP, UNESWA, USAID, GIZ, and other bodies (Financial Institution like EBRD, Audi Bank, Blom Bank, EIB, IFC, IRI, ALI, Berytech, LCEC) involved in the project;
- Management of the project budget for the planned expenditure on site in close coordination with the Italy Desk;
- Supervision of accounting and on-site project administrative aspects;
- Coordination of internal and external project monitoring and evaluation actions provided for in the Monitoring and Evaluation Plan
- Maintain active and regular working relationships with donors and act as point of contact, Drafting of periodic reports on the technical and financial progress of the project according to EU procedures
- Identify new donors for diversifying ICU donors' portfolio including private companies and private foundations
- Contribute to the identification of potential relevant international and/or local partners (private sector partners, national and international NGOs, think tanks, university, etc.) to be included in fundraising strategy
- Develop communication Strategy (plan, activity, budget and KPI); draft and develop communication material for internal and external audiences (website, social page, flyers and brochure)

www.reestart.eu

02/2019 – 02/2020 – Bologna, Italy

- Partnership Development: point of contact between companies, national and international organizations and the University of Bologna, in order to promote and encourage collaboration between both parties; scouting of the University's research skills based on the areas of innovative corporate needs;
- Event Management: organize meetings and workshops between research groups and private companies; organize events for companies on specific research topics of the University and in order to promote University-Business collaboration tools

Bologna, Italy

10/2018 – 01/2019 – Kenya

PROJECT DEVELOPMENT ASSISTANT – LA NOSTRA AFRICA ONLUS

- Fundraising & Communication: Fundraising event's organization and project's promotion (online and offline) in order to raise awareness and raise funds to devolve to the henhouse building,
- Training and capacity Building: develop Henhouse regulation and a Cookbook to share within the Maasai Community in Kenya; Field Visit and Training with Women Project's Coordinators to empower local women Maasai community (in Olpirikata, Karero, Olailupa and Ntorosi),
- Project Management: Coordination, Activity Implementation, Supply Chain management and Construction of the first pilot henhouse within the Project's timeline and Budget.

Kajado, Kenya

02/2018 – 10/2018 – Rome, Italy

FUNDRAISER CONSULTANT – PSY+ ONLUS

- Fundraising & Communication: consultancy as Case Study foreseen by the FRAME Master of the Social Change School. The goal is to analyze the PSY+ organization with strategic tools: Business Model Canvas, Communication Plan, Case for Support, Fundraising Plan, Budget & Gantt. After the 9-month consulting period, a Report is delivered to the Organization's Board with the aim of implementing the specific activities of Fundraising and Communication.

Roma, Italy

08/2018 – Lecco, Italy

PROJECT DEVELOPMENT – LEGAMBIENTE ONLUS

Project Management: A good(s) life - Possibilities and realities of sustainable entrepreneurship. Develop the business case of a real case study in line with entrepreneurship in environmental sustainability-related values.

Lecco, Italy

01/2018 – 07/2018 – Bologna, Italy

PROJECT LEADER – ATLAS COPCO ITALIA

- Supply Chain Development: Manage the company's Supply portfolio ensuring transparency of spending; Scouting and partnership with trustworthy suppliers within Company Commodity Strategies at Tactical Level. Partnership development with trustworthy suppliers within Company Commodity Strategies at Tactical Level.
- Supplier Portfolio Management: Outsourcing Project Management through Optimization of Supply Chain Management on Commodity Canopy; Benchmark, Innovation and Synergies on Active Product Portfolio based on Kraljic' Matrix Decision Approach; Optimization of Packaging Commodity: Reduction of Active Suppliers from 15 to 5; KANBAN Management at Supplier Warehouse for Running Change Product; Increase Throughput time and Line Efficiency from 53% to 96% applying Lean Manufacturing Concepts and Continuous Improvement Approach; Raw Material Management Vs Finished Goods Management: 1M€ Saving.

Bologna, Italy

07/2017 – 12/2017 – Bologna, Italy

NEW PRODUCT INTRODUCTION ENGINEER – PHILIPS SAECO S.P.A

- Project Management: Execute and lead Phase OUT-Phase IN projects triggered by Marketing (Scope: Re-branding, New Product launch) and Commodity Manager (Scope: Supplier Transfer, New Supplier Introduction, Double Sourcing Strategy);
- New Product Development: Drive and integrate all project phases (business case consolidation, supplier design transfer, make/buy analysis, tools and samples management, quality release plan, spare parts management,

manufacturing capacity, production plant planning) to achieve the project objectives within the expected performance targets: time, costs, quality, scope, benefits, risks.

Bologna, Italy

08/2016 – 08/2016 – Ghana

MICROFINANCE PROJECT ASSISTANT – PROJECT ABRAD - VOLUNTEERING PROJECT

- Project Management: Weekly Meeting at the villages of Akuapem Hills(Ghana,Africa) with the purpose of collecting repayment on loans from entrepreneurs; Coordinate extra activities: painting, manage orphanages, cooking lessons, painting and workshops, photography contest.
- Training and Capacity Building: Training on business management, saving, marketing & communication strategies.

01/2015 – 12/2016 – Bologna, Italy

MANUFACTURING TECHNOLOGY SPECIALIST – TETRA PAK PACKAGING SOLUTION

- Project Management: Execute and lead cross-functional and international team for Issue Resolution Program. (Stakeholders: Technical Service, Supply, Engineering, KeySupplierManager, Development Engineer, Material Specialist, Test Engineer, Packaging Expert, External Lab). Define, communicate and manage project scope, risks, objectives and deliverables based on contractual agreements and stakeholders requirements.
- Team Management and Communication: Manage customer needs and expectations, coordinate implementation of proposed solutions at customer site (travel availability from 40-70%). Plan stakeholders communication through periodic follow up and report on all levels: from low to senior level management, internally and externally to achieve a common and clear understanding.
- Research&Innovation: Support New Product Development (NPD) Project during concept design phase: scouting new suppliers, crowdsourcing alternative materials or technology or processes.

Modena, Italy

01/2014 – 12/2014 – Napoli, Italy

OPERATION PROJECT MANAGER ASSISTANT – NOVARTIS PHARMA

- Project Management: Lead team of Material Master Data Accuracy project: Material Planner, Quality Control, Quality Assurance, Supply Manager through Data Analysis, Weekly Report and KPI calculation; Manage and Plan Change Material Projects: change requests evaluation, technical feasibility, material release (i.e. artwork, box, leaflet, secondary packaging)
- Operation and Production: Analyze the Performance of the 7 Packaging production lines within Continuous Improvement and Lean Production Strategy. Evaluate with the Production and Planning Team the improvements to be implemented with a view to maximizing the company productivity and profit in compliance with the shifts and available resources.

Naples, Italy

● EDUCATION AND TRAINING

01/2018 – 10/2018 – Rome, Italy

MASTER IN FUNDRAISING MANAGEMENT FOR NATIONAL AND INTERNATIONAL COOPERATION – Social Change School

Fundraising Management, Business Administration, Marketing and Communication, Social Media and Campaign for Third Sector

09/2018 – CURRENT – Brussels, Belgium

MASTER IN EUROPEAN PROJECT MANAGEMENT®, – Europa Cube Innovation Business School

09/2018 – 12/2018 – Online Course

SOCIAL MAKERS – Social Innovation Academy by INTERREG CE

03/2011 – 03/2013 – Naples, Italy

MASTER DEGREE MECHANICAL ENGINEERING FOR ENERGY&ENVIRONMENT – University of Naples, Federico II

110/110 cum laude

107/110

● LANGUAGE SKILLS

Mother tongue(s): ITALIAN

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	B2	B2	B2
SPANISH	B1	B1	A2	B1	A2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● NETWORKS AND MEMBERSHIPS

07/2018 – 02/2019

Appartenenza a gruppi / associazioni

Bologna, Italy

TEDxBologna

- Co-curator of event: scouting of National and International Speakers, Follow the Coaching Speaker Path (from concept idea brainstorming to speech note presentation). Support evaluation of event concept, manage and take care of logistic and administrative activities
- Communication and Fundraising: Develop, recommend and implement Marketing Strategy, Writes and submits Commercial proposal and Partnership proposals. Support Marketing department on Event promotion and Brand Awareness.

<https://www.tedxbologna.com/perspectives/>

01/2017 – 01/2019

Appartenenza a gruppi / associazioni

Reggio Emilia, Italy

FOTOGRAFIA EUROPEA CIRCUITO OFF

Communication and Fundraising: Develop a social media strategy and set goals to increase brand awareness and increase engagement; Write communication content (engaging text, image and video) for social media accounts (FB, Instagram, Eventbrite). Organize and participate in events to build community and boost brand awareness.

● COMPETENZE PROFESSIONALI

Organizational Skills

Time management, decision making, focus, self motivation, time management, Scheduling, Prioritisation, goal settings, flexible, team Management and group leadership, Delegating

Social Skills

Nonverbal Communication, Friendliness, Clarity and Concision, Confidence, Open-mindedness, Positive, Patience, Negotiation, Providing Feedback, Public Speaking, Team Building, Training, Active Listening.

Other Relevant Skills

General Management, Budget management and Budget Forecasting, Purchasing, Supplier Management Business Development, Monitoring and Evaluation, Marketing and Communication, Customer Service and Customer Journey, Coaching and Training, Manufacturing, Production and Operations, Research and Scouting, Troubleshooting and Problem Solving, Issue Resolution and design Thinking, Donor Management, Fundraising and Sponsorship, Women Empowerment, Event and Workshop Organization.

● **CORSI**

Corsi

- 2021 - Humanitarian Context, Systems, and Standards course - Disaster Ready
- 2020 - Developing a Fundraising Strategy - Philantropia
- 2020 - Become a Master in Financial Management of EuropeAid Grants - PuntoSud Academy
- 2019 - CSR Corporate Social Responsibility, A strategic Approach - University of Pennsylvania
- 2018 - Cooperare per Innovare Design Thinking - Bologna, Italy
- 2018 - HUMANITARIAN COMMUNICATION | UNIBO School of Political Science - Bologna, Italy
- 2018 - EUROPA DELLE POSSIBILITA' | WINTER SCHOOL - Brussels, Belgium
- 2017 - PROJECT MANAGEMENT PRINCE2 - Foundation Certification AXELOS - UK
- 2017 - QUALITY&SAFETY High risk - Fondazione Aldini Valeriani - Bologna, Italy
- 2015 - PSM Problem Solving Methodology - Modena, Italy
- 2015 - Project Management PMP - IFOA - Modena, Italy
- 2015- Forecast & Road-map for manufacturing technologies - CRIT Research Innovation Center - Modena, Italy
- 2014 - DataIntegrity & Quality Management Compliance - Napoli, Italy