

## CURRICULUM VITAE

### CONTACTS

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### ACADEMIC EXPERIENCE

#### ***From October 2012 to now***

**Name of Employer:** Bolzano Free University (Bolzano - Italy).

**Occupation/position held:** Lecturer Assistant in Financial Analysis (Assistant to Prof. Dmitri Boreiko).

Giving students the basics of the corporate finance and teaching the use of Excel for Corporate Finance basic tasks. The course (taught in English language) starts from the very basics of financial mathematics and Excel implementations and leads the students eventually to be able to value the company at the exam session (computer-based in Excel) using multiples and two-stage DCF analysis with reconstruction of the cash flows.

#### ***From February 2015 to June 2016***

**Name of Employer:** Bolzano Free University (Bolzano - Italy).

**Occupation/position held:** Research assistant – RESHAPE Project (Assistant to Prof. Teresio Poggio and Prof. Dmitri Boreiko).

Collection and analysis of legislation and institutional data; collection and analysis of financial data; conducting interviews with institutional and financial stakeholders and drawing up a summary report. Participating in meetings conducted with social housing partners from several European member States.

#### ***From June 2010 to May 2011***

**Name of Employer:** Shanghai Institute of Technology – Delter/Telfort Business Institute (Shanghai - China).

**Occupation/position held:** Lecturer of international business management.

Educational manager and main Lecturer within the "Study Abroad Program", involving under-graduate students, from different Universities of the U.S.A.

Responsible of the courses *International Business Management* and *International Trade* based both on theoretical models of international business management/international trade and on business cases analysis (with a specific focus on multinationals doing business in China and China-U.S. trade issues).

***From January 2005 to June 2008***

**Name and type of organization providing education and training:** LUISS- Guido Carli (Rome - Italy).

**Name of the training program:** *Research Doctorate Program in Project Finance Economy and Technique.*

**Principal subjects/occupational skills covered** Three years PhD course focusing on economic and legal aspects of Project financing in national and international contexts.

**Final dissertation:** *“Public Finance and Project Finance: a study of additional areas of employment. The case of water sector”* (2008).

In <http://eprints.luiss.it/33/2/melis-20080616-abstract-eng.pdf>.

Developed researches and papers on investment management and financial tools supportive of innovation and local development.

## **EDUCATION AND TRAINING**

***From December 2003 to June 2005***

**Name and type of the organization providing education and training:** SEU Centre of European Studies – (Perugia - Italy).

**Name of the training program:** *Higher Education post-graduate Course in European Union Laws, Economy and Politics.*

**Principal subjects/occupational skills covered:**

European Institutional Framework; Common market law; Common Agricultural Policy; Macroeconomic rules of internal Market; Management of the EU budget; Structural Funds and cohesion policy; Competition; External Trade; EU Foreign and Security Policy.

**Title of qualification awarded:** Specialist in European Union Laws, Economics and Politics.

***From September 1997 to September 2003***

**Name and type of organization providing education and training:** University of Rome “La Sapienza” – Faculty of Economics.

**Principal subjects/occupational skills covered:** Academic program focused on Political Economy studies (Economic Policy, Public Economy), business/finance-related subjects, banking issues and risk management.

Graduation thesis on *“The institutional implications of the European Union Enlargement to the Eastern Countries”* (<http://www.tesionline.it/default/tesi.asp?id=12882>).

**Title of qualification awarded:** Degree in Economics.

**Level in national classification:** 110/110.

### **FURTHER EXPERIENCES ABROAD**

#### ***From August 2007 to October 2007***

**Name and type of host organization:** PSIRU – Public Services International Research Unit.

University of Greenwich Business School – London (United Kingdom).

**Principal subjects/occupational skills covered:** Visiting Scholar PhD, gathering empirical evidence for the PSIRU database on financial sources tapped by public, private and public-private water operators in OECD and EU countries.

Relying on the prestigious Research Unit database, the following research project has been deepened: *“Public Finance and Project Finance: a study of additional areas of employment. The case of water sector”*.

#### ***From January 2003 to March 2003***

**Name and type of host organization:** Universidad Complutense de Madrid (Spain).

**Principal subjects/occupational skills covered:** Scholarship awarded by the Faculty of Economics of the University of Rome “La Sapienza”, to research information for writing the Graduate dissertation *“Institutional Implications of European Union enlargement to the Eastern Countries”*.

#### ***From January 2002 to July 2002***

**Name and type of host organization:** Örebro Universitet (Sweden).

**Principal subjects/occupational skills covered** Exchange program SOCRATES-ERASMUS.

### **WORK EXPERIENCE**

#### ***From October 2017 to now***

**Name of employer:** STUDIO ZWICK - *Economic Advisor - Auditors - Labor Law Consultant* (Bolzano area – Italy)

**Occupation/position held:** Business and fiscal consultant.

Accounting, budget analysis, financial valuations.

#### ***From March 2013 to now***

**Self-Employed** (Bolzano area – Italy)

**Occupation/position held:** Developer and responsible of Employee/Manager training courses.

Planning and holding trainee courses to managers and employees to strengthen their communicational skills and their ability in business documents writing and presentation (for marketing, administrative, logistics purposes).

Some clients: Hoppe SpA; Finstral SpA.

***From December 2010 to 2012***

**Name of employer:** QuiDity – Foreign Investment Consulting and Gamper Law Firm (Shanghai – China and Bolzano area – Italy)

**Occupation/position held:** Project Manager.

Activities and responsibilities aiming at widening and retaining clients' portfolio and at managing customers' relationships, within European and Chinese markets.

Advising Italian major companies in their entry into some foreign markets, (China, Turkey, German area): market analysis, project feasibility valuation, cultural/business mediation, and promotion.

***From September 2008 to February 2010***

**Name and address of employer:** Invitalia S.p.A. – Rome (Italy).

**Type of business/sector:** Italian National Agency for enterprise and inward investment development.

**Occupation/position held:** Business Analyst/Business Unit Foreign Investment Attraction.

Studies and analysis – conducted within the Competitive Intelligence Strategy Unit - to identify and define investment projects in target regions and sectors of the Italian system. Definition and development of investment projects particularly focused on the building of plants in the renewable energy sector and on initiatives in ICT sector.

Promotion of the investment projects to selected investors.

Assistance in managing relations with relevant stakeholders of the market, the Public Administrations and the local governments. Advisory to the investors in projects analysis, assessment and development.

***From September 2004 to August 2008***

**Name of employer:** Sviluppo Italia S.p.A.

**Type of business/sector:** Italian Development Agency.

**Occupation/position held:** Project analyst focused on local development.

Involved in project development, monitoring and in technical assistance to regional officials and employees in the area "Projects for Public Administrations"

Consulting to regional officials and employees:

- to transfer and strengthen technical and procedural competencies;

- to design, manage and implement investment regional programs;
- for the monitoring and evaluation of programs, projects and processes financed by public resources (communitarian, national and regional).

A particular focus was on projects aiming to reduce social marginalization and improve gender equality. A further support was given in defining local infrastructure projects, as those for sustainable urban development.

### **LANGUAGE SKILLS**

**MOTHER TONGUE:** ITALIAN (EXCELLENT KNOWLEDGE).

**ENGLISH:** FLUENT C1 – (TESL CERTIFICATION).

**GERMAN:** FLUENT C1 – (ZWEISPRACHIGKEITSNACHWEIS A)

**SPANISH:** FLUENT B2 – (DELE B2 CERTIFICATION).

### **TECHNICAL SKILLS**

Very good knowledge of the Windows 95/98/XP Operating Systems and of MS Office (Word, Excel, Power Point, Access).

Good knowledge of MS Project.

Good Knowledge of the Mac OS X Operating System.

*Autorizzo il trattamento e la conservazione dei dati personali ai sensi D.LGS. 196/03. Aut. Min. N. 13/I/0007145/03.04 del 1 Aprile 2008.*