

LISTA PROGETTI MENTORING FOR INTERNATIONAL EXPERIENCE - LIST OF PROJECTS MENTORING FOR INTERNATIONAL EXPERIENCE - SETTEMBRE 2021									
N°	Name of Organisation	Website	Name and surname	Professional experience	Foreign languages (Mentor)	Number of mentees	Mentorship period(s)	Activities and goals	Requirements
1	<b>Amplifon SpA</b>	<a href="https://corporate.amplifon.com/en">https://corporate.amplifon.com/en</a>	<b>Loris Seligardi</b>	I have a proven experience in managing projects in the IT area, with achievements in HR initiatives, finance, supply chain and asset management. Strong focus on projects planning, execution, monitoring and risk management. My skills expand from business analysis and testing to project management practices and budget management. After obtaining the PMP certification, I moved into the role of PMO leading the project governance, program & portfolio management, budgeting and cost control within Costa Group IT department and recently joined the CIO staff to thrive the digital transformation of Costa brand. I am used to work in international environments, multi-cultural teams and manage resources on site and remotely. I recently joined Amplifon Group in the role of Global Application Manager to lead the Transformation Program (1AT) that implement the HR TOM in the IT landscape for HR worldwide.	English (intermediate)	1	October 2021 - December 2021	Main activities to start (draft): - Profile introduction, relevant experiences, company profile - Mentee learning path and profile introduction, short Q&A session Knowledge sharing and main topic to focus on: - Business analysis in IT - Project manager role in non-IT companies and dealing with business stakeholders (waterfall and Agile methodologies) - PMO setting up (project management practices within a team, assessment level of maturity, building the portfolio) - The importance of a business case - Strategic IT and target operating models	Language: English, Background: IT/Finance, Management, Skills: flexibility, digital approach, creative thinking
2	<b>Certified Origins</b>	<a href="http://www.certifiedorigins.com">www.certifiedorigins.com</a>	<b>Giovanni Quaratesi</b>	Currently working as Director of Sales and business development for Certified Origins (US branch). Past experiences include Managing the Thai-Italian Chamber of commerce in Bangkok and Direct Sales experience in Australia. I have an extensive experience in selling and promoting Italian and European Food abroad. Currently enrolled in a FOOD STUDIES master, at the New York University. I am part of the Board of Slow Food NYC chapter.	English - Professional level	1	October 2021 - December 2021	With the goal to offer to the student a global perspective on Italian/European food, I would ask the mentee to build a product presentation (inclusive of pricing) for a potential international customer/buyer. I would ask to run some quick market checks (on-line) and research on the chosen product. Prepare a price structure and work on a short marketing-value proposal. Books and Materials will be suggested if there is interest.	Interest in Sales and Food products, good level of English (B2) (written and spoken)
3	<b>Citibank London</b>	<a href="http://www.citi.com">www.citi.com</a>	<b>Matteo Mose</b>	Global Sales Account Manager	English - Professional level	3	October 2021 - December 2021	Definition of strengths/weakness Motivation Personal and professional goals definition Cv preparation/improvement for international experience	English language (B2). Motivation Dedication Preferably good English level and willingness to start an international career

4	<b>Deloitte Switzerland</b>	<a href="https://www2.deloitte.com/ch/en.html">https://www2.deloitte.com/ch/en.html</a>	<b>Anna Stimamiglio</b>	<p>Recruiter at Deloitte Switzerland. During my Master degree in Economics and Business Development, I had the chance to study for a semester in New Orleans-US, where I discovered a strong interest in HR/Leadership topics. It quickly became my passion and I wrote my thesis about it, and after graduation, I decided to continue my studies at Ca' Foscari University with a course in People Management to prepare myself to the job market.</p> <p>I started my career by moving abroad in Luxembourg for a year-internship at Ferrero in the Organization team, and then I moved to Amazon for working in the Executive Recruitment (Headhunting) team as Coordinator &amp; Researcher for about 2 years.</p> <p>I was dreaming of living in North America, so when the opportunity came, I moved to Toronto in Canada, and I worked as Recruiter for almost a year in a company which was born few years before as a start up. Still looking for growing my career, I moved into the Recruitment team at Deloitte Canada, and, after considering to come back closer to my Italian roots, I landed to Deloitte Switzerland, where I am currently working as Recruiter for the Financial Advisory Group (M&amp;A and Forensics). I am passionate about Recruitment, career paths, company culture, and leadership styles. Feel free to visit my LinkedIn profile.</p>	Italian (native), English (fluent)	2	October 2021 - February 2022	Career decision support, CV review, motivation for companies (consulting vs corporate vs start up/tech environment), interview preparation	English language, Business students or students looking to enter the corporate world, or making decisions on studying/working abroad vs staying in the country they live in.
5	<b>GEA</b>	<a href="https://www.gea.com/russia">https://www.gea.com/russia</a>	<b>Roberto Bigolin</b>	I have a background in Russian Studies and translation, I have been living in Moscow since 2014, currently working in Sales for an international engineering company	Italian (native speaker), Russian and English (professional knowledge)	1	From October 2021	Assesment of the skills of the mentee, exporation of his/her aspirations and interests, possible career paths and further personal developement.	Advanced Russian (preferred) or English. Interest to work with Russia / Russian speaking countries. Any background.
6	<b>Government of Moscow</b>	<a href="http://shtab.mos.ru">shtab.mos.ru</a>	<b>Sergey V. Efremov, Ph.D</b>	Government administration professional, 12 years working experience, Doctor of Economic Science, Doctor of Policital Science, Director of the International Center at Moscow State University Lomonosov. Professional area: public economic policy and business support.	Russian - native, English, French - fluent, Italian, German, Chinese - intermediate	2	October-December 2021	Giving to the mentees project management cases from the governmental experience, relevant to their professional interests and public interests. Reading professional literature, discussing mentee's professional goals and providing advice. Helping with professional contacts in Russia and abroad	English language preferably (B2) <u>or</u> Russian (B2). interest in Russia, willingness to acquire new skills and to learn. Willingness to build joint Italian-Russian projects is an asset but not a requirement.

7	<b>HERE Create LTD (TM HERE Fashion Hub)</b>	<a href="http://www.herefh.com">www.herefh.com</a>	<b>Filippo Merli</b>	<p>This year, 2021, will be my 10th year of working experience. So far, I spent around 6 years working in consultancy and about 3 as a business owner: 5 years in Italy and 4 years in Hong Kong. Since the days in high school, my dream has always been being a successful entrepreneur, successful both in financial terms and being useful to the society bringing some value. I spent my first 6 professional years working in consultancy for both giants' firm like EY and boutique consulting firms, dealing with business strategy, accounting, tax planning e so on and so forth and serving a wide range of clients from local Italian SMEs to big multinational companies passing through middle size corporations. During this time, my two overwhelming drives had been providing an exceptional service to our customers and gathering and improving the right skills needed to be one day a business owner. After a few venture failures, in May 2018 (I was already based in Hong Kong) I partnered up with other people to kick start the company I am currently involved in. This time has been by far the most prolific period in my career in terms of learning how to build the necessary framework to run a sustainable business. Currently, we are serving well-known fashion brands and we are organically increase our exposure within the industry My current role is managing the overall operations and making sure that our company's performance brings a sustainable and significant value to all its stakeholders: Employees, Customers, Suppliers, Community members and Investors.</p>	Italian Native. English Fluent. Portuguese Intermediate.	2	October 2021 - January 2022	<p>Activities:</p> <ul style="list-style-type: none"> <li>•1 to 1 or group conversation about my professional experience, including mistakes and successes;</li> <li>•Brainstorming about books the mentee will have to read;</li> <li>•Insights on how to organize the first steps needed to execute a business idea;</li> <li>•Start-up pitch preparation.</li> </ul> <p>Main topics</p> <ul style="list-style-type: none"> <li>•sensing people and picking the right person for the right role;</li> <li>•seizing the most suitable business opportunities;</li> <li>•convincing stakeholder to believe in your ability to generate the return expected;</li> <li>•attracting capital from investors.</li> </ul> <p>Goals</p> <ul style="list-style-type: none"> <li>•Providing students some first-hand insights about starting a business from scratch and running it</li> <li>•Supporting students writing down their entrepreneurial ideas in a viable business pitch</li> </ul> <p>Agenda</p> <ul style="list-style-type: none"> <li>•1st to 3rd calls sharing experiences</li> <li>•4th book brainstorming and review</li> <li>•5th brief about the to the final pitch</li> <li>•6th assessment of the final pitch</li> </ul>	<ul style="list-style-type: none"> <li>•First and the most important - a burning curiosity to entrepreneurship</li> <li>•Basic knowledge in business (marketing, finance, business plan)</li> </ul>
8	<b>Hermitage Bespoke</b>	<a href="http://www.hermitagebespoke.com">www.hermitagebespoke.com</a>	<b>Rachele Benvenuti</b>	<p>I have a degree In Foreign Languages, a MA in International Business and an EMBA in Fashion &amp; Luxury. I Began my career as an export manager. I then took on the role of Sales Director at Jesurm Spa before moving to my current role as Executive Director of Hermitage Bespoke where I have been for 11 years. Over the course of my career, I have developed skills in market research and analysis, sales and marketing strategy, customer relationship management and today I am an expert in the luxury field.</p>	Italian (mother tongue),English C2, French C2	2	October 2021 - January 2022 / afternoon/	<p>Market and data analysis, brand development exercises, prospecting techniques, reading and comments on relevant articles about the luxury lifestyle. Being able to summarize all the information through professional PPT presentations. Depending on the complexity of the task, we can meet once a week or every two weeks</p>	<p>English min B2 level, keynote and PPT knowledge. Some graphic design knowledge would be a plus. Some backgrounds in economics. Willingness to learn and positive attitude to challenges.</p>

9	ITL Group KFT	<a href="http://itlgroup.hu">itlgroup.hu</a>	<b>Irene Pepe</b>	I love the creativity of communication and the logic of marketing. I enjoy taking online courses and (re) organizing time and resources to develop multiple projects at the same time. I aspire to be able to explore media analysis, intentional language and to be able to write in Hungarian too! My path below: 10 years in 5 paragraphs. Whether you lead a nation, an enterprise, a community, or a family, we are all in the communication business. Robin S. Sharma Experienced Communications Manager with strong organisational and interpersonal skills. I believe my strong points are the variety of my communications experiences. I really thrive on tackling new challenges and am always seeking new learning opportunities. For the past 10 years I have worked in a variety of organisations and gained a great deal of work experience in different aspects of the field of communications. These experiences include as a Communication Specialist in New York for the US federal government; Independent Researcher for media coverage; Freelance Photographer for circus, theater companies and events; Copywriter for the Municipality of Turin, Italy; Freelancer Social Media Manager and Digital Strategist Consultant based in the Netherlands; and Communications Manager for UCM, a higher-education institution based in Malta. All these experiences have lent themselves to be formative in my career and have provided me the opportunities to gain greater proficiency in multiple languages, coordinating teams and managing projects in person and remotely. Since 2010 I have been working with Balon Mundial, a nonprofit organization that uses sport to tackle discrimination. In 2013 I became their Communications Manager and Board Member and currently I am volunteering as Communications Consultant. I moved to Budapest to work as Personal Assistant for Andrea Piacquadio (world online best seller for microstock photography) where I currently work as Marketing and Communications manager for ITL Group and I manage the online newspaper Economia.hu. Keywords: Communications, Marketing, Photography, Research, Global mindset, Multiculturalism, NGO's, Travel sector, Education, Digital nomadism and remote work, Entrepreneurship, Economics.	English (fluent), Spanish (fluent), Italian (native), Hungarian (beginner)	1	October 2021 - December 2021	I will share my first-hand experience in becoming a communications manager and explain the job description. I can guide them in the process of understanding what exactly is the job by showing them my team management tools, some example of daily activities and monitoring tool. I had experience in different areas of the communications, and both in no-profit and corporate sectors. I will share with them over 50 communications and marketing materials for them to download and read, to build up the skills need for beginning this career path.	Extraordinary interest for communication management in a small-medium company. Hands-on approach.
10	Japan Italy Economic Federation	<a href="http://iief.jp/it">http://iief.jp/it</a>	<b>Lucio Fibbiani</b>	My job consists in providing support services to Japanese companies with economic interests towards Italy and Europe, as well as promoting Italian culture in Japan	Italian (Native), English, Japanese, Spanish	2	October 2021 - January 2022	research, cultural promotion, documents and articles editing, translation	Good English level, basic Japanese, ability to use Microsoft Office package
11	Jetson Electric LMC	<a href="http://www.ridejetson.com">www.ridejetson.com</a>	<b>Nicola Lamberti</b>	Direttore Finanziario presso Multinazionali operanti nel settore Moda-Vino e Liquori - Mobilita' elettrica e Beni di consumo	Italiano (madrelingua), Inglese (ottimo), tedesco (ottimo)	1	October 2021 - December 2021	Spiegare Mercato del lavoro- competenze richieste- preparazione curriculum - training- differenza fra vari settori economici tra cui scegliere - Spiegazione di vari percorsi di carriera nell' ambito dell' area aziendale - Percorsi di lavoro in campo internazionale - come scegliere una carriera dopo la laurea	Laurea in campo economico - interesse in campo internazionale - grande motivazione e ambizione - necessaria la conoscenza dell' inglese almeno a livello colloquiale - interesse per il mondo aziendale o imprenditoriale preferibile
12	Kinabuti	<a href="http://www.kinabuti.com">www.kinabuti.com</a>	<b>Francesca Rosset</b>	After studying Marketing and Communication (BA with honors) I worked for 5 years (in Barcelona and Milan) for an advertising and marketing agency. I move to Nigeria in 2009 where I worked as a sales director for an editorial firm. In 2011 I co-funded Kinabuti an ethical fashion label empowering local communities. The label was closed in 2018 but Kinabuti still exist as a social enterprise promoting economic development in Africa, and as the Producer of Dare2Dream, the innovative talent development platform promoting youth entrepreneurship in fashion and entertainment. Since 2018 I am a UN consultant organizing inspirational campaigns and programs to promote youth entrepreneurship in Burkina Faso, Cote d'Ivoire, Uganda and Kenya.	Italian - mother language. English - working Knowledge / fluent + Spanish - fluent + Portuguese - Fluent + French - basic	2	October 2021 - December 2021	through calls and exercises. Starting from vision board and self development to assign them some research and perhaps include some short assignment	Interest in social-economic development, Africa, youth empowerment, NGO. Speak english (french is a plus). Availability to assist our NGO with some simple remote tasks (remote/soft internship).

13	<b>Multi-Consult Srl</b>	<a href="http://www.multi-consult.it">www.multi-consult.it</a>	<b>Claudia Nikolai</b>	Attualmente sono consulente marketing e internazionalizzazione per PMI che intendono ampliare le proprie vendite all'estero. Il mio focus è la Germania, Paese dove ho lavorato e vissuto per 24 anni, dirigendo la Camera di Commercio Italiana per la Germania. I miei ambiti di specializzazione riguardano la consulenza mirata alle aziende, per organizzare i loro piani di promozione, comunicazione e distribuzione all'estero. Conosco molto bene anche l'ambito fieristico internazionale.	Italiano (madrelingua), tedesco (livello madrelingua), inglese (conoscenze avanzate), francese (conoscenze di base)	1	Ottobre 2021 - Dicembre 2021 / Gennaio 2022	I programmi saranno concordati ad hoc per rispondere nel modo migliore alle esigenze del mentee. Oltre ai colloqui individuali saranno possibili esercitazioni per approfondire alcuni temi focus degli incontri. S	Interesse per la Germania, buona conoscenza della lingua tedesca e inglese.
14	<b>ONEDESIGN</b>	<a href="http://www.onemblems.com">www.onemblems.com</a>	<b>Alberto Ancidei</b>	MBA - General Manager	Italian (native), English and Spanish (working knowledge)	2	October 2021 - January 2022	Involvement in Project / discussione about experience and work place	English (working knowledge)/ Social Media SOCIAL MEDIA AND ONLINE SELLING SKILL/PROGRAMMING PREFERRED BUT NOT NEEDED
15	<b>Professionals doing good Cambodia</b>		<b>Luisa Gentile</b>	Italian national, 20+ years of international managerial experience in the corporate industry (telco industry), higher education and non-profit sector. Since 2021 I have relocated abroad and lived and worked in Egypt, UK, Qatar, Saudi Arabia and Cambodia. In Cambodia I have created a social enterprise called Professionals doing good, whose aim is to build capacity of local non for profit by connecting them with highly qualified and skilled professional volunteers. I am also cooperating as a freelancer with the Italian Chamber in Cambodia- ICBA- with the goal of promoting the Italian excellence and Made in Italy in Cambodia.	Italian - native; English - business fluency	1	November 2021 - January 2022	Exploring opportunities for a career path in the non-for-profit sector, particularly with grassroots NGOs in developing countries. Helping the mentee to assess his/her motivations, attitudes, passions and expectations to evaluate his/her cultural fit with the NGOs sector (vs working for business/corporate). Evaluating opportunities and challenges of working and living abroad, compatibly	A former experience in the non for profit sector, either as a volunteer or intern, either in Italy or abroad, would be a mandatory requirement.
16	<b>SYSCOM GLOBAL SOLUTIONS</b>	<a href="https://syscomgs.com/en/">https://syscomgs.com/en/</a>	<b>Vittoria Muollo</b>	9 years of initiating and delivering sustained results and effective change for Automobile, Manufacturing, Banking & IT Industry. Major experience lies in PM strategizing and leading cross-functional teams to bring about fundamental change and improvement in strategy, process, and profitability – both as a leader and consultant.	Italian (mother tongue), English (mother tongue), Japanese (C2), Arabic (B2), French (A2)	2+2	October 2021 - December 2021 + December 2021 - February 2022	1) Help the mentee assessing him/her and identifying the personal mentorship goals 2) Create a plan based on mentee career priorities 3) Transition between agency, private and/or university sectors (e.g. Reference letter, professional profile building) 4) Teach through deep dives into specific topics (e.g. Global PMO, Marketing, Sales, Operations, Consulting ) 5) Activities aimed to improve technical, professional and conceptual skills	Motivation, Adaptability Time Management Communication Creative thinking Dependability Problem-solving Critical thinking Conflict resolution

17	<b>texere advisors</b>	<a href="http://www.texereadvisors.com">www.texereadvisors.com</a>	<b>Andrea Bonardi</b>	Thanks to career paths in both the private and semi-public sector in areas related to commerce and business development, I have been able to develop strong project and people management skills, and to build an extensive network of contacts in diverse fields and different Countries. Such an international and multi-sector experience has eventually led me to create Texere Advisors, a boutique consultancy that operates internationally and helps brands expand their international retail footprint.	english, french	3	End of October 2021 - January 2022	The mentee shall be helped to understand their career objectives and priorities, and to design a relevant career path to reach them. The mentee will then be helped to structure accordingly their presentations to potential employers. The mentee will find their solutions and answers by being invited to reflect on their skills and interests and dreams. They will also be invited to read interesting texts (mainly novels) to better understand how to face career challenges or to dive into topics of particular relevance to their studies	good English, good general cultural background, curious and critical spirit. Academic background related to economics, social sciences, International studies.
18	<b>TreeAndHuman Knot</b>	<a href="http://risingindia.in/tahk">risingindia.in/tahk</a>	<b>Tarun Agal</b>	Sustainability   Entrepreneurship   Corporate Governance   Internal Audit   Finance   Strategy   Ethics & Compliance	Hindi, English	2	October 2021 onwards	Personal Time scheduling, goal setting, organizing activities, industry knowhow and grooming to become Industry ready with a template which would be shared with the mentees to use during the mentorship period	Student who has strong ethical values and will never lie for own benefit in any situation. Integrity is the only criteria for selection. Good English (at least B2)
19	<b>Verdevita Sdn Bhd</b>	<a href="http://www.verdevita.asia">www.verdevita.asia</a>	<b>Rocco Papapietro</b>	Oltre 20 anni di esperienza internazionale in posizioni direzionali, 10 anni basato in Malesia per lo sviluppo commerciale nei paesi dell'ASEAN, per conto di aziende italiane ed europee	Italian (native), English (Excellent)	1	December 2021 - February 2022	Exploring and evaluating own confidence, inspire, skill development	Need to be willing and open to learning, also need to be prepared to try new things or adjust their current way of doing things, good english level, economy skills










