

PERSONAL INFORMATION

Juana Manuela Victoria Maria Occhipinti



JOB APPLIED FOR

Lawyer

WORK EXPERIENCE

01/07/1986–30/07/1988

Trainee

Cerulli Irelli Law firm
Dora 1, 00198 Rome (Italy)

Legal train compulsory required for attending qualification exams.

Public law advocacy, with focus on public contract for services, supply and works, public procurement procedures, environmental issues, drafting of claim or counterclaims on the above.

Business or sector Legal train

01/09/1989–30/04/1991

Lawyer

Cerulli Irelli Law firm
Dora 1, 00198 Rome (Italy)

Legal practice in administrative law.

Advising clients on urban planning and development, public procurement procedures, domestic environmental legislation.

Drafting contracts with public authorities on the above and pleading before the competent Court for claims or counterclaims versus public authorities.

Business or sector Legal

01/05/1991–30/08/1992

Attorney

Finmeccanica SpA
de la Loi 54, 1040 Brussels (Belgium)

Lobbying activities before the EU Institutions on public procurement amending directives.

Advising Finmeccanica Group on European policies, funding regulations and state aid legislation.

Part of dedicated team for HoneyWell's acquisition and further procedure before the EU Commission.

Business or sector Lobbying and legal assistance

01/10/1992–30/08/1995

Official under fixed term contract

EU Commission
de la Loi 200, 1049 Brussels (Belgium)

Responsible for the technical interpretation of the EIA (Environmental Impact Assessment) Directive, Espoo Convention and Alpine Convention.

Assisting Member States in the domestic transposition and national measure for implementing EIA directive and relevant International Conventions. Responsible for the relationships with the European Parliament, attending the question time of the European Parliament and keepin the European Counsel updated.

Assessing the pipeline legislation for theEIA amending directive, IPPC and SEA new legislation,in

order to avoid possible duplication on procedure.

Assuring contact with the European Council for any new legislation in progress,

Participating, on behalf of the Unit, to Commission internal discussion for decisions on claims to bring before the Court of Justice.

Analysis of the environmental legal assessment of EU funding and investment policies and environmental sustainability of Trans-European large projects for transportation within the relevant Committees.

Information activities carried out through attendance to conferences held for/by Member States on the environmental EU policy.

Assuring relationships and cooperation with UN environmental agencies.

Business or sector Professional, scientific and technical activities

01/10/1995–30/04/1997

Legal professional

Legal Consultant

Edmont Picard 11, 1180 Brussels (Belgium)

External legal counsel of ENHESA S.A. in Brussels on environmental requirements for business and international contracts/agreements.

Cooperating with the Italian Representative office before the EU Institution for the 6 months Presidency.

Lobbying activity with regard to the environmental legislation in progress, such as Strategic Assessment of Policy, Plan and Program and Integrated Prevention Pollution Control Directives.

Business or sector Legal

01/06/1997–30/10/1999

Lawyer

Freshfields Law firm

65 Fleet, London, EC4Y 1HS (United Kingdom)

Responsible for the Italian desk for environmental issues, advising clients on Italian energy and environmental legislation and policy, waste management system, protection of soil regulation and urban development rules.

Member of the dedicated team to the arbitration for the ENEL v Nigeria dispute for early termination of a gas supply agreement.

Advising clients on UK legislation for public tender and procedures, with particular focus on exemption rules.

Advocating international clients on UN Conventions on environment and EU environmental policy and legislation, with opinions focused on trans-boundary waste transportation, environmental impact assessment and IPPC.

Member of the dedicated team to the dispute between UK and the Republic of Ireland for nuclear releases into the North Sea.

Business or sector Legal

01/12/1999–31/12/2000

Lawyer

Allen&Overy law firm

Manzoni 41, 20121 Milan (Italy)

Advising clients on public contracts, concessions, conventions, public procurement procedures, urban planning and environmental policy and requirements.

Negotiating the above with public authorities.

Managing claims before the Administrative Courts against public authorities for violation of public procurement procedures, drafting and discussing claims, searching for dispute friendly resolution strategy and carrying on related negotiations.

Carrying on legal analysis on the procedures for private public companies and privatization of State's real estate.

Advocating energy companies and banks in EU funded project financing procedures for renewable energy plans and monitoring implementation.

Business or sector Legal

01/01/2001–30/06/2005

Legal Manager

IBM Italy

Circonvallazione Idroscalo, 20090 Segrate (Milan) (Italy)

As manager in IBM legal department, responsible for public sector and Rome office supporting and advising CEO/President and business in making business.

Negotiation of complex international deals with public authority.

Responsible for any legal activity related to IBM's public clients, such as drafting and negotiation of public supply contracts, concessions, conventions, transactions; agreements IP rights and limitation of liability; assessing public contracts' T&C and liability arising entering into public-private partnerships; setting down and negotiation of cooperation agreements with other IT companies for joint participation to public tenders; ensuring business' compliance with IBM corporate governance rules and simplification of IBM internal decision process for bidding.

Responsible for environmental issues, with particular regard to the compatibility of IBM's HW waste management and transportation systems with EU requirements.

Responsible for lobbying activity and proposing initiatives before Governmental high authorities, such as the Italian Regulation for outsourcing and the Digital Code for the public administration.

Business or sector Legal

01/09/2006–30/11/2009

Legal professional

Beretta & Godoy law firm

Sarmiento 580, Buenos Aires (Argentina)

As of Counsel, part of the team of the claim brought by the Argentinian Mining Association before the High Court to challenge the Provincial environmental legislation; in charge of advising on environmental legal requirements for making business in the mining sector.

Advising multinational mining companies on EU legal requirements for chemicals trade towards the European Union and assisting in the adoption of on voluntary measures for the environmental protection.

Assisting Italian-Argentinean and Hungarian-Argentinean Chambers of Commerce on EU policy issues and environmental matters.

Cooperating with Green-Cross dedicated team for settling the social dissent on the Argentinean border of Rio de la Plata against Botnia company's paper plan constructed in Uruguay.

Business or sector Legal

01/01/2007–Present

Legal professional

Own Law Firm

Piazzale Belle Arti 3, 00196 Rome (Italy)

Contract legal Manager for multinationals in Europe, acting as legal counsel of Toshiba Global Commerce Solution.

Regulatory legal practice on GDPR, public contracts and tender, IP Rights; REACH and environment

Business or sector legal

EDUCATION AND TRAINING

07/04/2008–12/04/2008

EMS Auditor

Certiquality

Gaetano Giardino 4, 20123 Milan (Italy)

Professional
Qualification

Evaluation of environmental management system, ISO 14001

14/02/1989 **Avvocato** Professional Qualification

Bar of Lawyer
Palazzo di Giustizia - Piazza Cavour, 00193 Rome (Italy)

10/11/1986–15/05/1987 **Master** Master

La Sapienza
Piazzale Aldo Moro 5, 00185 Rome (Italy)
Administrative law

15/11/1979–14/05/1986 **Graduation** 4 years education

La Sapienza
Piazzale Aldo Moro 5, 00185 Rome (Italy)
Jurisprudence

01/02/2013–Present **Expet in EU and International Law**

Bar Council of Rome
Based on my legal practice and academy activity

10/05/2013–14/06/2013 **Certificate on Public Contracts**

LUISS University, Rome (Italy)
Updating Course on public contracts and public procurement legislation

15/09/1988–05/06/1989 **Diploma**

College of Europe, Bruges (Belgium)

PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Spanish	C2	C2	C2	C2	C2
French	C2	C2	C2	C2	B2
Portuguese	B2	B2	B2	B2	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
[Common European Framework of Reference for Languages - Self-assessment grid](#)

Communication skills I am an open person and enthusiastically pursue my goals. My good sense of humour helps me in building good and strong relationships with colleagues and clients, as well as in approaching changes. So, I am easily adaptable to new environment and situation. I am faithful, loyal, persuasive and I have a straight approach to people: I prefer going towards them than against.

Organisational / managerial skills I am a team player, proactive and cooperative. I am adaptable, versatile, and capable of undertaking new objectives and arguments, regardless of the subject.

Job-related skills	Whether negotiating, lobbying, conferencing, advocating or litigating, I have proven to be a creative solution maker. I am also comfortable in negotiating with institutional representatives at all levels. The above skills support me in successfully carry out lobbying negotiations and relentlessly pursue the objectives.
Digital skills	I am familiar with standard computer programmes as outlook, word, power point and excel for windows and mac.
Other skills	I am acquainted in performing publically. I acquired solid experience in pleading before the Courts or the Commission of Petition of the European Parliament, in lecturing and conferencing in different languages. I love theatre. In Brussels, I performed Italian plays in groups funded by the EU Institutions. The experience as actor helped me in improving my communication and public speaking skills.
Driving licence	B

ADDITIONAL INFORMATION

Courses	<p>Publication</p> <ul style="list-style-type: none">Ø Private/Public Partnership and in house contracts (in Italian), in Italia Appalti, DIKE publisher, December 2017Ø The right of reprography as governed in the International conventions, EU law and in the Italian domestic law (in Italian), CEDAM publisher, December 2012Ø School: couple consideration on the compatibility of the Italian extbook regulation with the European Union principles (in Italian), in www.altalex.com September 2012Ø The Regulation (EC) 333/2011 establishing criteria for determining when certain types of scrap metal cease to be waste (in Italian) in <i>Diritto e Giurisprudenza Agraria, Alimentare, dell'Ambiente</i>, December 2011;Ø The North Patagonia biosphere reserve (in Italian), in <i>Gazzetta Ambiente Anno XVII N° 1/2011</i>;Ø The sustainability of the Province of Mendoza Law 7722 for the protection of water resources from mining (in Spanish), in <i>La Ley GranCuyo</i>, in December 2007, and in www.federalismi.it November 2007;Ø The Environmental Impact Assessment amending Directive (in Italian), in <i>IPSOA Ambiente</i>, April 1998 ;Ø The Integrated Pollution Prevention and Control Directive (in Italian), in <i>Ambiente e Sicurezza sul Lavoro</i>, February 1996. <p>Academic Activity</p> <p>Professor under contract</p> <ul style="list-style-type: none">. La Sapienza University, Rome (since '09), Master in Environmental Law;. European University, Rome (2011-2016), European Law Course;. Innovazione Risorse, Rome (since '11), Course for Legal Experts in Energy Resources Management;. Laterano University (since 2010), Master in Regulation of global markets in English, now at La Sapienza University;. Altalex, Rome (2010), Master in Environmental Law <p>As Visiting Professor, in Spanish:</p> <ul style="list-style-type: none">. UBA, Buenos Aires (years '07/'08/'09), Master in Environmental Law;. USAL, Buenos Aires (years '09/'10), Master in European Union system;. UDEM, Buenos Aires (May '10), Master in Sustainable Development. <p>As Assistant:</p> <ul style="list-style-type: none">. LUISS University, Rome (years '89/'91), Administrative Law, Prof. Salvatore Romano. <p>As Coordinator:</p> <ul style="list-style-type: none">. SEU, Perugia (years '90/'91), Master in Community Law.
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As Director, in Spanish:

. CUIA, Buenos Aires (from '08 to '10), High Course in European Union system.

As Speaker:

. CNR, Rome (September '10), Conference on MAB-UNESCO Designation, in English;

. Italian-Argentinean Chamber of Commerce, Mendoza (December '07) and Buenos Aires (October '08 and June '09), Conferences on Sustainable Development, in Spanish.