

**PERSONAL INFORMATION:** First name: Sally Dagmar  
Surname: Schineanu

**Address:**

**Telephone number:**

**e-mail address:** dagmar.schineanu@gmail.com;dagmar.schineanu@senioresitalia.it

**WORK EXPERIENCE:** \_\_\_\_\_

**2022**

Philoxenia – Association ONLUS. Promotion of civil rights; immigration activities and projects implementation; information and assistance to immigrants and Italian citizens. Via Tevere 10 00045 Genzano (Roma).

Consultant for research and migrant training courses.

*La Vita è un Dono* – Voluntary Association ONLUS. Via F. Albergotti 75 00167 Roma.

Member and Secretary General of the Association for assistance to poor and homeless.

Member of Seniores Italia – Senior Professional Volunteers Non Profit Organization – Via Liberiana 17 00185 Roma. Active in the local, national, international context and development cooperation, the organization collaborates with the Third Sector and Local Institutions for the implementation of professional training and consultancy activities, Research and technical assistance with direct contacts with applicants or through courses on specific topics. Seniores Italia is member of the “European Confederation of Senior Expert Services (CESES) in Brussels.

**2021**

Philoxenia – Association ONLUS. Promotion of civil rights; immigration activities and projects implementation; information and assistance to immigrants and Italian citizens. Via Tevere 10 00045 Genzano (Roma).

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context and development cooperation, the organization collaborates with the Third Sector

and Local Institutions for the implementation of professional training and consultancy activities, Research and technical assistance with direct contacts with applicants or through courses on specific topics. Seniores Italia is member of the "European Confederation of Senior Expert Services (CESES) in Brussels.

University of Rome La Sapienza – Facoltà di Scienze Politiche, Sociologia,  
Comunicazione

## September

Teaching at 1st level Master on Migration and Development «Institutional Strengthening and Coordination of Mediterranean Countries through operational mechanisms of South-South and Triangular Cooperation».

## 2020

Philoxenia – Association ONLUS. Promotion of civil rights; immigration activities and projects implementation; information and assistance to immigrants and Italian citizens. Via Tevere 10 00045 Genzano (Roma).

Consultant for research and migrant training courses.

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University of Rome La Sapienza – Facoltà di Scienze Politiche, Sociologia,  
Comunicazione

## September

Teaching at 1st level Master on Migration and Development «Institutional Strengthening and Coordination of Mediterranean Countries through operational mechanisms of South-South and Triangular Cooperation».

## 2019

Philoxenia – Association ONLUS. Promotion of civil rights; immigration activities and projects implementation; information and assistance to immigrants and Italian citizens. Via Tevere 10 00045 Genzano (Roma).

Consultant for research and migrant training courses.

*La Vita è un Dono* – Voluntary Association ONLUS. Via F. Albergotti 75 00167 Roma. Member and Secretary General of the Association for assistance to poor and homeless.

**May**

University of Rome La Sapienza – Facoltà di Scienze Politiche, Sociologia, Comunicazione

Organization and teaching of International Migration and Development Seminar.

“International Migration & Development: toward a governance”

Focus: operational mechanisms of South-South and Triangular Cooperation.

**2018** Philoxenia – Association ONLUS. Promotion of civil rights; immigration activities and projects implementation; information and assistance to immigrants and Italian citizens. Via Tevere 10 00045 Genzano (Roma).

Consultant for the project “Language and citizenship of proximity” in the Lazio Region.

Consultant for research and migrant training courses.

*La Vita è un Dono* – Voluntary Association ONLUS. Via F. Albergotti 75 00167 Roma.

Member and Secretary General of the Association for assistance to poor and homeless.

University of Rome La Sapienza – Facoltà di Scienze Politiche, Sociologia, Comunicazione

**December**

Organization and teaching of International Migration and Development Seminar.

“International Migration & Development: toward a governance”

Focus: operational mechanisms of South-South and Triangular Cooperation.

**2017**

Italian Presidency of the Council of Ministers: member representative of Ministry of Foreign Affairs and International Cooperation at the Committee for the evaluation of food security projects in developing countries.

**From May to July**

IOM (International Organization for Migration): consultant for evaluation of codevelopment projects of migrant associations.

**2016**

International

Italian Agency for Development Cooperation – Ministry of Foreign Affairs and

Cooperation. Via Salvatore Contarini 25 00135 Roma

**Sector**

Public Sector

Main task and responsibilities: Senior Cooperation Development Economist and Advisor in charge of Migration and Development.

**From 2015 to 2005**

Ministry of Foreign Affairs and International Cooperation of Italy- Directorate General for Development Cooperation (Italian Cooperation) - Central Technical Unit P.zzale della Farnesina 1. 00135 Rome [www.esteri.it](http://www.esteri.it)

**Sector:**

Public Administration

Main task and responsibilities: Senior Development Cooperation Economist and Advisor in charge of Migration and Development.

Formulation and development of economic and financial strategies and researches for developing countries, monitoring and evaluation of technical, economic and financial initiatives launched and implemented by Italian Cooperation, organization and coordination of the initiatives implemented at local level in developing countries; budgetary policy negotiation; debt swap for development programs; multi-faceted migration and development approach, strategies and researches; formulation of political and operating strategies of migration initiatives focused on operational mechanisms of south-south and triangular cooperation; project financing strategies and innovative

finance mechanisms in the framework of partnerships, microfinance and capacity building initiatives oriented towards south-south and triangular cooperation. Cooperation and coordination with following Ministries, Organizations/Agencies: Ministry of Interior, Ministry of Labour Ministry of Environment, ILO, IOM, ICMPD, WB/IFC, UNIDO and NGO.

Representative of Italian Cooperation at national and international ministerial level for the follow up of Migration and Development Partnership EU – Africa, Tripoli Declaration; Rabat Process. Khartoum process – researches and evaluation of projects proposals for Egypt, Eritrea, Ethiopia, Sudan - Promoting mainstreaming M&D into national and Euro-Mediterranean agenda; strengthening partnership and cooperation on international migration governance and south-south and triangular cooperation, mechanisms to effectively integrating migration into development policies and promoting coherence at all level, (Italy statement at High Level Dialogue on M&D 3-4 October 2013).

Analysis, evaluation and coordination of co-development initiatives MIDA (Migration and Development for Africa) and MIDLA (Migration and Development for Latin America) for transnational initiatives (IOM); A.MI.CO. (Training courses for migrant associations); prevention of irregular migration of young people and minors Y-MED (Youth – Migration, Enterprise, Development); Migraventure (Migrant entrepreneur support program in Africa).

Teaching at United Nations Staff College in Torino for the UN Fellow Workshop “Tools for Development Cooperation”: Migration and Development; Bilateral and Multilateral Cooperation; General Budget Support; Soft Loans for Joint-Ventures;

Tutoring activities and training in the framework of MAECI-CRUI Agreement for Migration and Development issues, (MIDA projects, A.MI.CO.(Training courses for migrant associations) etc. General Budget Support and Debt Swap.

Researches, analysis, evaluation and coordination of co-development and capacity building initiatives for engaging diaspora with ICMPD (International Centre for migration Policy Development) - IOM;

Member of the Mediterranean Transit Migration Dialogue (MTM);

Member of Global Remittances Working Group;

Focal Point at Global Forum on Migration and Development:

Preparation of background papers and reports for the Directorate General for Development Cooperation related with the Global Forum on Migration and Development: “Migration and socio-economic Development”(Brussels 2007); “Protecting and Empowering Migrants for Development” (Manila 2008); “Integrating Migration Policies into Development Strategies for Benefit of All” (Atene 2009); “Partnership for Migration and Human Development: shared prosperity and shared responsibility” (Puerto Vallarta 2010); “Enhancing the human development of migrants and their contribution to the development of communities and states” (Mauritius 2011); Taking Action on Migration and Development – Coherence, Capacity and Cooperation” (Geneva 2012); “Unlocking the potential of Migration for Inclusive Development” (Stockholm 2013-2014); “Strengthening Partnerships: Human Mobility for Sustainable Development (Turkey 2015); “ Migration that works for Sustainable Development of All: Towards a Transformative Migration Agenda” (Bangladesh 2016).

National Focal Point at EUROMED III EU platform, in coordination with Ministry of Interior and Labour.

Launched in 2012 the EMM III has focused on fostering efficient dialogue and cooperation on migratory issues between European Neighbourhood Instrument South Partner countries and EU Member States. Applying methodologies resulting from a broad experience, an oriented approach to capacity building for south-south and triangular cooperation was adopted. The workshops and meetings focused on transfer of knowledge, skills, experience, practices, lessons-learned and innovative ideas on engaging the significant potential of migrant communities. Workshops: Madrid (December 2012); Portoroz (September 2013); Lyon (September 2014); Brussels (November 2014); Dublin (March 2016) Launch of EUROMED IV.

Active member of steering group of Interactive Map of migration (I-map) and African and Middle East, Diaspora Policy (AMEDIP) in the framework of the Dialogue on Mediterranean Transit Migration (MTM), shaping and facilitating dialogue, development of partnership and cooperation methodologies towards concrete actions in the framework of M&D, triangular cooperation, south-south cooperation and north-south cooperation. Teaching methodologies for south-south cooperation and triangular cooperation in the following workshops held in: The Hague June 2009; Adis Abeba April 2010; Rome March 2012; Malta May 2012; Dakar July 2012; Tunis November 2012; Berne April 2013; Marseilles June 2013; for the training of officials from the Focus Partner States:

to support the creation and /or further development of comprehensive diaspora policies in Focus Partner States (Algeria, Cape Verde, Egypt, Ethiopia, Ghana, Kenya, Lebanon, Niger, Nigeria, Senegal and Tunisia); to strengthen South-South technical cooperation and regional expert exchanges;

to enhance the institutional and technical capacity of government agencies/local authorities involved in diaspora policy;

to provide participating states with concrete knowledge on different tools to promote engagement with the diaspora;

to strengthen South-North cooperation through knowledge sharing and enhance institutional dialogue.

Researches, analysis and strategy for the formulation of a migratory project, with a specific focus on the fight against smugglers and traffickers in human beings and on the protection of trafficking victims, in coordination with the Ministry of Justice, Ministry of Interior, Foreign Affairs and Health of the Republic of Djibouti and IGAD.

Team Member of the Task Force supporting the Open Working Group (OWG) for the SDGs, in the framework of the Post2015 Development Agenda in charge of migration and development strategy.

Team Member of the working group for the Italian Presidency of the Council of the European Union Italian (July –December 2014) in charge of migration and development strategy.

Management of General Budget Support and Sector Budget Support (Mozambique);

Management of Debt Swap for development programs (Peru, Indonesia, Sri Lanka, Djibouti);

Development of Industrial Zone (Iraq);

Management of Post Tsunami initiatives for rebuilding destroyed areas (Indonesia and Sri Lanka);

Management of granting credit facilities for joint ventures in Developing Countries under Art. 7 L.49/87 (China, India, Ivory Coast, Ghana, Angola, Togo, Ethiopia, Algeria, Egypt, Morocco, Tunisia, Cuba and Dominican Republic);

Management of soft loans program (Guatemala);

Rating technical - economic assessment on public finance management (Somalia).

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#### From 2004 to 1995

Ministry of Foreign Affairs and International Cooperation of Italy- Directorate General for Development Cooperation (Italian Cooperation) - Central Technical Unit.

#### Sector:

Public Administration

Main task and responsibilities: Development Cooperation Economist

Researches, formulation and development of economic and financial strategies, monitoring and evaluation of technical, economic and financial initiatives launched and implemented by Italian Cooperation, organization and coordination of the initiatives implemented at local level in developing countries; management and development of private sector; research and sector studies for partnership development of SME and micro enterprises; management of credit lines facilities; development of microfinance schemes; development of migration initiatives for minors (child soldiers); capacity building for foreign trade and development of training schemes. Cooperation and coordination with following Ministries, Organizations/Agencies: Ministry of Interior, Ministry of Labour, Ministry of Environment, ILO, IOM, ICMPD, WB/IFC, UNIDO and NGO.

Development of private sector initiatives (SME) in Palestinian Territories. Management up and organization of 5 offices (Jerusalem, Bethlehem, Hebron, Nablus and Gaza). role: set Implementation of a line of credit with WB /IFC. Teaching and training of SME and micro enterprises for the offices team.

Researches for development of microenterprises, business incubators and private sector in Jordan, Palestinian Territories, Algeria and Egypt.

Management of credit lines in Palestinian Territories and Algeria.

Development of SME in the leather industry, creation of business service center in Bangladesh.

Development of SME in Uganda, creation of a promotion service center.

Granting of Credit facilities for Joint Ventures in Developing Countries under Art.7 Law 49/87.  
(China, Vietnam, Thailand, India, Morocco, Albania)

**From 1994 to 1991** Confartigianato Italian General Confederation of Crafts – Confartigianato (CGIA).  
Via di San Giovanni in Laterano 152 Roma. [www.confartigianato.it](http://www.confartigianato.it)

**Sector:** Private sector

Main task and responsibilities: Manager and Coordinator of Cooperation Development Department and “Confartigianato Sviluppo”, operating company of the CGIA.

Researches, analysis and economic evaluation of small and micro businesses and SMEs, in the Italian and International market, partnership actions and establishing of joint-ventures with SMEs in Eastern European countries (Hungary, Romania, Poland, Albania, etc. .), in the countries of South- east Asia (Vietnam, Indonesia, Republic of China, etc.), in African countries (Ethiopia, Eritrea, South Africa and SADC etc.).

**From March 1990 to March 1984**

Montesi Group - Pelf S.p.A. Padova Italy

**Sector:** Private sector

Main task and responsibilities: Economic and Financial Advisor

Economic and financial analysis, trade opportunities impact, for a plant of a rigid plastic material and joint-ventures in China.

**From October 1990 to May 1984**

FERTIMONT S.p.A. (Montedison Group). Milano

**Sector:** Private sector

Main task and responsibilities: Economic and Financial Advisor

Identification and formulation of an integrated cooperation agricultural project, to develop agroindustry projects for the People’s Republic of China market.

**From December 1984 to January 1983**

China Shanghai Arts & Crafts Corporation. People’s Republic of China. Shanghai

**Sector:** Public Administration

Main task and responsibilities: Economic and Trade Consultant

Head of Economic Development and Productive Sectors: textile, light industry food processing and leather and tanning processing.

**From November 1984 to October**

Chamber of Commerce of Udine. Italy

**Sector:** Public Administration

Main task and responsibilities: Economic and Financial Advisor

Industrial Cooperation Agreements between the Friuli Region and the People’s Republic of China for investment projects. Promotion and implementation of the Consortium Friuli China Trade in Beijing.

**From December 1982 to October 1976**

Osama S.p.A. Mombretto di Mediglia (MI) Italy

**Sector:** Private Sector

Main task and responsibilities: Area Manager for People's Republic of China and Far East Countries.

Marketing and trade analysis in the industrial, textile, leather, food, chemicals and metallurgical sector in the following countries: People’s Republic of China, South Korea, Hong Kong, Taiwan, Thailand, Philippines, India, Singapore. Preparation of economic and trade agreements for the establishment of joint ventures.

**EDUCATION TRAINING**

Doctorate Degree in Political Science and Economics - University La Sapienza (110/110) Rome -1976

**PERSONAL SKILLS**

**Mother Tongue(s)**

GERMAN - ITALIAN **Other Languages:**

Languages	Understanding		Speaking		Writing
	Listening	Reading	Spoken interaction	Spoken Production	
<b>English</b>	<b>C2</b>	<b>C2</b>	<b>C2</b>	<b>C2</b>	<b>C2</b>
<b>French</b>	<b>C2</b>	<b>C2</b>	<b>C2</b>	<b>C2</b>	<b>C2</b>



Spanish	C2	C2	C2	C2	C1
Portuguese	C1	C1	C1	C1	C1

**Communication Skills:**

Good communication skills gained through my working experience in China and Far East Countries, Italian Cooperation missions, teaching and training courses, workshops, participation at international meetings and Fora, through documents preparation and speeches held with representatives of governments. The deep knowledge of several foreign languages has facilitated my communication.

**Organizational/ managerial skills:**

Responsible for the evaluation of debt swap programs proposed by governments involved: Indonesia, Sri Lanka, Djibouti, Peru (188 projects). Financial planning and strategy. Control of the correct implementation of the approved programs.

Responsible for setting up local offices for the Italian Cooperation (Palestinian Territories, Indonesia, Sri Lanka, Mozambique etc.) and recruitment and follow up of competent staff, monitoring programs activities, financial budget control, monitoring of ongoing activities, evaluation of the results achieved, in permanent dialogue with local governments.

**Job related skills:**

Ability to work under pressure; ability to analyzing data and problems; business communication skills, business management skills; decision making skills; people management skills; planning organizational needs; problem analysis and problem solving; ability to understand, motivate and interact well with people.

**Computer skills:**

Good practical knowledge of MS Office Products acquired through courses organized by Ministry of Foreign Affairs and International Cooperation.

**Other Skills:**

Learn languages to better understand and interact with different cultures and traditions.

**Driving license:**

**B**

IOM Publications for A.M.I.C.O.(Migrant Associations for Co Development) Course  
(2017) "An approach centered on the migrant".

Migration and Development publications in the newsletter of the Italian Cooperation (Directorate General for Development Cooperation MAECI) according Law 49/87, related to the Global Forum on Migration and Development and to the High Level Dialogue on Migration and Development (2007-2013).

Manual for the Investor .Credit Facilities for Joint Ventures in Developing Countries  
(2005).

#### Reference

Dr. Kingsley Aikins CEO Diaspora Matters. e mail address:  
kingsley.aikins@diasporamatters.com

Ambassadress Elisabetta Belloni Former Secretary General of Ministry of Foreign Affairs and International Cooperation of Italy.

Minister Luigi Maria Vignali Director General for Italian Citizen Abroad and Migration Policies Ministry of Foreign Affairs and International Cooperation of Italy.

Minister Giampaolo Cantini Former Ambassador of Italy in the Republic of Egypt.

Director of AICS (Italian Agency for Development Cooperation) Minister Luca Maestri.