

## INFORMAZIONI PERSONALI

## ANNARITA SPAGNUOLO

## POSIZIONE RICOPERTA

## University academic and entrepreneur

ESPERIENZA  
PROFESSIONALE

Sostituire con date

April 2009 – to date

Regional Representative We World

As Country Representative of the organization in Kenya, the main activities are as follows: Opening of the We World office in Kenya in 2009.

Relations with local authorities for political representation and implementation of the organization's strategy in the country; Relations with International Government Organizations and private donors regarding existing projects under implementation and for resource mobilization; Relations with local and international partners (CSOs, CBOs, Alliances);

Representation of the organization in coordination meetings in the various sectors. Supervision and monitoring of Project Managers relating to the implementation of their respective projects; Management and supervision of the staff of the Nairobi office, indirect management of local staff in the offices of the operating counties; Responsible for the selection and hiring of local staff; Supervision of financial and administrative matters as the legal representative of the organization.

November 2007 – to date

Regional Representative COSV Nairobi As the representative of the organization for Kenya, Somalia and Southern Sudan the main duties are the followings:

Relations with the local authorities for the political representation and implementation of the strategy of the organization in the country; Relations with the international governmental and private donors both regarding existing project under implementation and future opportunities of funding; Relations with international and local partners (international NGOs, Local NGOs, CBOs); Representation of the organization in the coordination meetings in the various fields/sectors in which the organization operates in the region; Supervision and monitoring of Project Managers concerning the implementation of their respective projects; Management and supervision of the international and the local staff of the Nairobi regional office, and the country offices in Somalia and Southern Sudan, indirect management of the local staff in the sub-offices; Responsible for the selection and hiring of local staff; Supervision of the financial and administrative matters as the legal representative of the organization.

February 2006 – August 2006

United Nations Development Programme  
Nairobi Kenya

Assistance in the formulation and preparation of several work plans related to projects with the objective of the employment creation and the enhancement of trade opportunities for small and medium enterprises. Conducted relevant studies to highlight the knowledge and expertise needs of the Kenyan government counterparts in trade matters with the aim to build their capacity for the commercial negotiations with international partners.

Assistance to the project coordinator in the management of the conceptualisation and the day-to-day management of the YES-MSE Programme which aims at building the capacity of the Kenyan youth in Entrepreneurial skills (first component); the establishment of Business Solution Centres in the Kenyan districts (second component); management of a Government Fund for the Youth (third component).

The assistance provided for the management of YES-MSE programme included: Assistance in a) formulation of concept papers, b) selection of trainers and trainees for the course in "Basic Entrepreneurial Skills Development" and the advanced course for "Entrepreneurial Development Agents (EDAs)"; c) support provided to the trainers during the course; d) member of the panel evaluating the final district business profiles presented by the EDAs; e) assistance in the dialogue with the relevant line Ministries ("Trade and Industry" and "Youth Affairs") towards the formulation, implementation and management of the programme; f) assistance in the formulation of the concept paper for the establishment and the management of financing scheme to mainstream youth matters; g) assistance in the dialogue with the donors.

Member of the team mainstreaming the outreach programme of the UN Global Compact, the largest voluntary initiative to promote responsible corporate citizenship. Engagement and sensitisation of all major stakeholders while establishing and maintaining close relationships with relevant companies, business associations, donors, and UN agencies.

November 2004- March 2005

Member of the Secretariat of the International Conference "WTO at Ten: The Role of the Dispute Settlement System"

Stresa 11-13 March 2005

Conference organized by the WTO and CIDOIE (Inter-University Centre on International Economic Organisations" of the Universities of Eastern Piedmont at Alessandria, Turin, Genoa, Milan-State and Milan-Bocconi).

See the website [www.stresawtoat10.org](http://www.stresawtoat10.org)

The conference is the first of a cycle of conferences held afterwards in São Paulo, Brazil; in Tokyo, Japan; in Cairo, Egypt; and Sydney, Australia and illustrated the progresses of the Doha Development Round.

Assistance provided in the relationship with the speakers in relation to their papers and presentation during the conference; the relationship with the media, universities and with the general public of the participants.

February 2004- December 2005

As a PhD candidate I served as a collaborator for the Institute of Comparative Law of Bocconi University assisting the institute in its publication and researches.

Tutor for the course "International and European Law" for undergraduate

students at Bocconi University Milan Held part of the lectures during the course, provided support to students, either individually or in small groups, with regard to the understanding and learning of the subjects dealt with during lessons. Assistance provided to the students during the law cases presented during the course on specific subjects. Assistance in the preparation of the final written test for the students. Examiner during the final oral exam.

November 2003- February 2004

Lecturer of "International Trade Law" to Master Students (financed by the European Social Fund) in "Import-Export in East European Markets" The main subjects of these lectures have been the history from the draft of the ITO (International Trade Organisation) to the creation of the WTO (World Trade Organisation); the severeral Agreements signed during the Uruguay Round; in particular the illustration of the structure, the principles and the exceptions of the GATT (General Agreement on Trade and Tariffs).

July 2003 – October 2003

United Nations Industrial Development Organisation UNIDO IPU (Investment Promotion Unit) - Kampala Uganda Identification and appraisal of new industrial development projects as regards their technical, financial and economic feasibility.

Monitoring the implementation and operation of industrial development projects already existing, and assessing their impact in particular in the sector of agro-processing food and beverages.

Assistance to Ugandan entrepreneurs during the negotiations with Italian entrepreneurs for the conclusion of joint-venture agreements, the purchasing of machineries, the technology-transfer.

Identification, organization and preparation of beneficiaries for the participation to international exhibitions as a mediator with potential commercial partners and as a marketing support.

Leading delegations of small-scale businessmen in international marketing and selling missions.

Research about the organic agriculture sector in Uganda as regard the rules and regulations to be respected to export the organic production in the European and the American markets; the certification for a single producer and the "group certification", the commercial opportunities to be exploited for the export market.

Held various seminars at the conclusion of the research to support the capacity building of various stakeholders , such as Ugandan agriculture organization, representatives of the Ministry of Agriculture, growers and producers associations.

January 2003 – May 2003

United Nations Industrial Development Organisation UNIDO ITPO (Investment and Technology Promotion Office) Milan Italy Identification, selection and promotion of industrial development project

received from UNIDO offices based in East Africa with the aim to find a suitable commercial partner in Italy.

Assistance to Italian entrepreneurs during the negotiations with East-African entrepreneurs for the conclusion of joint-venture agreements.

Assistance to entrepreneurs from developing countries during business visits in Italy for international trade fairs.

Engagement of relationships with Italian regional and national business association for the promotion in Italy of commercial partnership and investment in developing countries.

PhD (International Law and Economics) 2002-2006

Bocconi University – Milan –Italy  
 Final Dissertation (submitted in English): “The Special and Differential Treatment of Developing Countries within the WTO Agreements”.

Degree Course (Economics, Law and Business Administration) 1997- 2002  
 Bocconi University –Milan –Italy  
 Final Thesis (submitted in English): “The access to essential drugs within the WTO”. Final grade: 110/110 cum laude

Erasmus Programme 2000  
 University College Dublin  
 Exams taken abroad: International Monetary Economics, International Business, Management of Innovation, Enterprise Development Entrepreneurship & Innovation, Institution Administration & Politics, Policy of European Union

COMPETENZE PERSONALI

Lingua madre Italiano

Altre lingue

English

	COMPRESIONE		PARLATO		PRODUZIONE SCRITTA
	Ascolto	Lettura	Interazione	Produzione orale	
English	C1	C1	C1	C1	C1

Competenze comunicative

Competenze organizzative e gestionali

Competenze professionali UNIDO-ILO International Training Centre:

April 2004, Turin, Italy  
 “Small and Medium Enterprises Cluster Development: Principle and Practices. Helping SME Clusters in developing countries meet their potentials in the globalized economy”.

ISPI Institute for International Politics Studies, Milan, Italy:  
 November 2002 “Project cycle management”  
 March 2002 “Africa: a possible development?”  
 October 2001 “Decentralized cooperation: management of The Humanitarian intervention”  
 October 2001 “ONU in action: peace building and Development”  
 July 2001 “Human rights in the third millennium”  
 July 2001 “Globalization and Poverty”

Competenze digitali

Patente di guida

ULTERIORI INFORMAZIONI

Pubblicazioni ▪

ALLEGATI 

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**Dati personali** Autorizzo il trattamento dei miei dati personali ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali".

Il sottoscritto dichiara di essere consapevole che il presente *curriculum vitae* sarà pubblicato sul sito istituzionale dell'Ateneo, nella Sezione "Amministrazione trasparente", nelle modalità e per la durata prevista dal d.lgs. n. 33/2013, art. 15.

Data

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