

**PROPOSED POSITION: TEAM LEADER**

1. **Family name:** **BATAZZI**  
2. **First names:** **ANDREA**  
3. **Date of birth:** **TREVISO 01/10/1956**  
4. **Nationality:** Italian  
5. **Education:**

<b>Institution [ Date from - Date to ]</b>	<b>Degree(s) or Diploma(s) obtained:</b>
LUISS – Libera Università degli Studi Sociali Rome Italy 1976 – 1981	Bachelor Degree in Political Science
SIOI Italian Society for International Organisation 1981	Training and preparation course for International careers
AICCRE VENETO 1999	Specialization course on Management and implementation of EU Funded projects

6. **Language skills:** Indicate competence on a scale of 1 to 5 (1 - basic; 5 - excellent)

<b>Language</b>	<b>Reading</b>	<b>Speaking</b>	<b>Writing</b>
Spanish	5	5	5
English	5	5	5
Portuguese	5	5	5
French	5	5	5

7. **Membership of professional bodies:**

8. **Other skills:** computer knowledge, coordination and implementation of EU programme in Latin America, coordination of Emergency Food Aid programmes in Developing Countries, programme design and implementation, trade negotiations, trade policies and consulting services to SMEs Internationalisation Programme, implementation of Export & Investment Promotion Programme in the EU and in Latin America, organisation of trade fair participations in EU and LA markets, trade in services

9. **Present position:** **Managing director MULTIREP SERVICES SNC**  
**Via degli Olmetti, 39/E 00060 Formello ITALY**

10. **Years within the firm:** **15 years experience**

11. **Key qualifications:**

• **Key qualifications for the Project**

**General professional experience**

- 32 years' of professional activity in the International Cooperation sector with over 20 years' experience in doing international business and projects' management in the framework of programmes targeting Latin America a 5 year leading position in the private sector.

**Specific professional experience:**

- Leading, coordinating and managing a team of professionals in international business.
- Website creation, implementation and management knowledge of complex websites, which include public and private areas, and had connections with other already existing websites / networks.
  - Designing and implementing visibility and dissemination strategies experience, also dealing with the media.
  - Coordination capacity of different components of complex project.

**Excellent experience in EU projects in Latin America and in Africa :**

- Member of the Board AL – INVEST III (2006 – 2008) in representation of the Association of Consultants AECE;
- CEO of Multirep Services snc of Italy who has been an Active COOPECO of the AL-Invest 2 and 3 participating in the implementation of 155 projects, 15 of which as Main Operator;
- Coordinator for the promotion in Italy of the ESIPP Sector Partnership Meeting Agroindustry Tanzania 2008.

**Experience in capacity development and SMEs training SMEs on Internationalization strategies :**

- Organization and coordination of Capacity Building projects in the Tourism Sector (Panama and Costa Rica) and in Traceability systems in the Zootechnical sector (Paraguay and Argentina).
- Coordination of the Training sessions on the Italian market for the Brazilian SMEs participating in the FIESP Italy Business Missions of 2008 and 2009.
- Consulting services to IDOM Consulting in the framework of the EU project “Apioio á internacionalizações das PMEs Brasileiras” for the design and elaboration of an “Export guide to EU markets”.

**Excellent experience in Food Aid Emergency Programmes :**

- Coordination of the implementation strategy of Emergency Food aid Programmes with freeze-dried products in more than 30 Developing countries for the Italian Ministry of External Affairs and UNILIO Italian Association of Freeze-dried Products Manufacturers between 1984 and 1991.

**Excellent experience on the European and Latin American Trade Exhibitions' Markets :**

- Solid experience in the coordination and implementation of Italian and Latin America Collective participations to the most important Trade shows in Europe and in Latin America namely : **BIOFACH, CeBit and Fruit Logistica (Germany), FISPAL Foodservice, FISPAL Technology SIAL Brazil and Agrishow (Brazil), Marmomacc, Vinitaly, Fieragricola, Sigep, CibusTec and Ecomondo (Italy), Alimentec and Expo Belleza y Salud (Colombia), Expo APEN (Nicaragua) and EXPOCOMER (Panama).**

**12. Specific experience in the region:**

<b>País</b>	<b>Fechas</b>
<b>Brasil</b>	1994-1996 / 1998-1999 / 2000-2014
<b>Bolivia</b>	1997-1998 / 1999-2002 / 2002-2008
<b>Peru</b>	2000-2002 / 2000-2008 / 2013-2014
<b>Argentina</b>	2000-2008
<b>Paraguay</b>	2000-2006 / 2000-2008
<b>Chile</b>	2004 / 2004-2008
<b>Costa Rica</b>	2000-2008
<b>Nicaragua</b>	2010-2012
<b>Panama</b>	2005-2006 - 2000-2008
<b>Colombia</b>	2006 / 2000-2008 / 2012-2014
<b>Mexico</b>	2000-2014
<b>Ecuador</b>	2002-2014
<b>El Salvador</b>	2006 y 2000-2008
<b>Uruguay</b>	2000-2008