Stefania De Santi

Nationality: Italian **Date of birth** [redacted] **Email address:** stefania.desanti.sds@gmail.com

WORK EXPERIENCE

Project manager

APRE - Agenzia per la Promozione della ricerca in Europea [16/01/2023 – Current]

City: Rome

Country: Italy

Project Manager within the Institutional Department – Innovation Unit. Management of innovation projects financed under Horizon Europe across the full project lifecycle. Responsibilities include project coordination, planning and implementation of activities, monitoring of KPIs and financial performance, reporting, and relations with the European Commission and other funding authorities. Proven experience in projects involving Financial Support to Third Parties (FSTP) and in project communication management.

Within the Innovation Unit, developed expertise in supporting SMEs in investor readiness and pitching preparation, as well as in the organization of B2B and matchmaking initiatives.

Support to the Projects Department in proposal preparation and Grant Agreement Preparation (GAP), contributing to project design, partnership building, and the definition of technical and financial components.

Provision of support services to innovative companies, facilitating access to funding opportunities and strengthening connections with investors.

Active contribution to activities carried out within the Enterprise Europe Network, supporting companies in communication and innovation-related services, and participating in thematic initiatives focused on inclusiveness and women entrepreneurship.

Project manager

Unioncamere del Veneto - Association of Chambers of Commerce of Veneto Region [02/01/2007 – 13/01/2023]

City: Venice

Country: Italy

Project manager at the Department of EU Policies and SMEs' competitiveness of Unioncamere Veneto. The projects in which I was involved were implemented within direct and indirect European funding programmes. The main activities were from une side the elaboration of new project proposals in particular monitoring and identification of programs and calls for European funding, preparation of project proposals and coordination of the partnership, on the other side the implementation of already awarded projects. Regarding this second aspect I was responsible of the project activities' implementation that were in line with Unioncamere del Veneto's mission: they dealt with the provision of supporting services to SMEs in the field of women entreprenurship, internationalization and innovation, support to promotion activities and dissemination of results according to the role of communication manager and contact reference for the press office, organization of conferences, infodays and webinars on relevant topics for SMEs, financial management, accounting and reporting
Project manager of WAI – Women Ambassador in Italy, financed within the Competitiveness Innovation programme of EU for the establishment of an European network of Women entrepreneurs.
As project manager I was in charge of coordinating transnational partnerships and develoloping cooperation with local stakeholders.

From 2008 to 2023 I was project coordinator within the Enterprise Europe Network and in particular in the consortium Friend Europe of which Unioncamere Veneto was the coordinator for the North East Italy . The principal activities in which I was involved were
- Organization of conferences, workshops , seminars
- Organization of brokerage events and trade missions / accompaniment of companies
- Promotion and social media management
- Support for the research of European funding and research partners
- Financial planning of the project , reporting and technical and financial reporting activities
- Support in the coordination of the local partnership
- Networking activities

From 2019 to 2022 I was in charge of the organization of the training course in Eu policies and project management, promoted by Unioncamere del Veneto. I was responsible for the elaboration of the programme, the recruitement of trininers, the management of the operative issues and follow up.

Import export manager
Fimor s.r.l. [09/05/2006 – 11/09/2006]

City: Sandrigo

Country: Italy

I took care of relations with Italian customers and especially with foreign ones, order management, shipments and search for new customers.

Assistant
Italian Embassy in Vienna [16/01/2006 – 15/04/2006]

City: Vienna

Country: Austria

Collaboration with the Commercial Office with the specific task of strengthening the network of connections with Italian companies operating in Austria, as well as collaboration with the
Chancellery Consular in the field of assistance to the compatriots present in the Austrian territory and for the management of the vote of Italians in the constituency of Vienna.
Collaboration with the press office, drafting of texts of an economic and political nature.
German-English translation service.

Travel agent
CTS Frami Tours [01/12/2004 – 31/12/2005]

City: Vicenza

Country: Italy

Activity of travel agent and tourist reservation service (air, hotel, car rental, sea passages, insurance policies and visas).

Other language(s):

EDUCATION AND TRAINING

Master in European Studies

Italian-Belgian CCI and the Institute of European Studies of the Free University of Brussels [18/09/2005 – 15/12/2012]

City: Brussles

Country: Belgium

Bachalors' degree in Foreign Languages and Literatures, a tourist-managerial

University of Verona [01/09/2000 – 01/07/2005]

City: Verona

Country: Italy

LANGUAGE SKILLS

Mother tongue(s): **Italian**

English

LISTENING C2 **READING** C2 **WRITING** C2

SPOKEN PRODUCTION C2 **SPOKEN INTERACTION** C2

German

LISTENING C1 **READING** C2 **WRITING** C1

SPOKEN PRODUCTION C1 **SPOKEN INTERACTION** C1

French

LISTENING C1 **READING** C1 **WRITING** C1

SPOKEN PRODUCTION C1 **SPOKEN INTERACTION** C1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

DIGITAL SKILLS

Social Media / Microsoft Office / Google Drive / Microsoft Word / Microsoft Excel / Outlook / WordPress and Wix

COMMUNICATION AND INTERPERSONAL SKILLS

Course for Unioncamere employees in media marketing

Developing the following skills:

— web marketing and promotion of initiatives for companies

— social media management

— development of online campaigns

— development of communication strategies

On line presentations

I participated as speakers and expert to on line event in particular in relation to services for innovation offered by Enterprise Europe Network

Link: https://www.youtube.com/watch?v=wR9pC4Shmwk

Moderator

I had the role of moderator during the APRE Dialogue on cascading funds that took place on 16/11/2023

Link: https://www.youtube.com/watch?v=HG3bKv8_uF0