

PERSONAL INFORMATION

Nationality: Italian
Country of residence: Italy

Age: 54
Grade: AD13/2

EXPERIENCE

- Since 06/20 **Representation of the European Commission to Italy.** *Rome, Italy*
Head of Representation
- Representative of the President of the European Commission to Italy.
 - Responsible for the two offices of Rome and Milan, with about 50 colleagues and 6€M annual budget.
 - Maintain and promote political, diplomatic and public relations with the Italian government and national stakeholders as well as regularly liaising with the national embassies.
 - Regularly promoting and explaining EU policies at national and regional level via a wide use of traditional and social media, lectures at universities and meeting with citizens.
- 10/15 – 05/20 **Delegation of the European Union to the United Nations.** *New York, USA*
Minister Counsellor – Head of the Economic, Trade and Development Section
- Managing the largest section of the Delegation (8 colleagues at AD level) covering the vast majority of the Commission policies.
 - EU Chief Negotiator for the Global Compact on Migration.
 - Represent the Delegation in official meetings and events in the UN (including in the General Assembly and ECOSOC) and with stakeholders, often at Ambassadorial level.
 - Represent the Delegation in UN negotiations as per needs.
 - Liaise with the European industry in the city on UN policies and trade matters.
- 04/13 – 09/15 **European Commission. Directorate General for Trade** *Brussels, Belgium*
Deputy Chief Negotiator for the EU-Japan FTA
- Coordination of the Commission position in the negotiations (oversight of 14 negotiating groups and around 50 colleagues involved in the negotiations).
 - Advised the Chief Negotiator and the Director General in all matters pertaining to the negotiation.
 - Represented the Commission in the negotiations as per needs.
 - Represent the Commission in discussions with MS (both in TPC and Coreper), the European and national Parliaments and with other stakeholders.
- 09/09 – 09/15 **European Commission. Directorate General for Trade** *Brussels, Belgium*
Deputy Head of Unit C.1 – Far East
- Acting Head of Unit from 01/01/2012 till 31/08/2012.
 - Trade Negotiator for the Partnership and Cooperation Agreement with Mongolia.
 - Represented and managed the Unit in the absence of the HoU.
 - Responsible for the Unit's administrative and financial matters.
- 01/09 – 08/09 **Severstal International.** *Moscow, Russia*
Vice President Public Affairs
- Areas covered: EU (including member states), Africa and Asia.
 - Subjects: Governments affairs, relations with entrepreneurial and labour organisations, relations with NGOs.
 - Coordinated the work of local offices on the above subjects and represented the company at EU level.
 - Report directly to the CEO.
 - Oversaw budget of circa 400.000 euros.
- 09/07 – 12/08 **Severstal Group (Holding).** *Moscow, Russia*
Senior Manager Business Development
- Head of the European market for the M&A department
 - Concluded acquisition of Redaelli in Italy and negotiated acquisitions valued at 2bn euros.
 - Represented Severstal in M&A negotiations primarily in Europe, managing 20-25 people per project.
 - Completed Severstal top management development programme



- 09/03 – 08/07 **Delegation of the European Commission to the Russian Federation.** *Moscow, Russia*
Head of the Trade and Economic Section
- Managed an international team of seven professionals responsible for the strategic analysis and policy advice on the EU-Russia economic relations as well as the monitoring and reporting on Russian trade, economic and agricultural policies.
 - Member of the “management board” of the Delegation.
 - Lobbied EU trade and economic interests (including of private corporations) at the highest Russian government levels.
 - Negotiator for the accession of Russia to the WTO.
 - Negotiator for the agreement on the creation of the Common Economic Space between the EU and Russia.
 - Advised the Head of the Delegation on relations with European and Russian industries.
 - Member of the management board of the Russian Association of European Business.
- 07/97 – 08/03 **European Commission. Directorate General for Trade** *Brussels, Belgium*
Administrator
- Negotiator for the accession of twenty countries to the WTO including Ukraine, Saudi Arabia, Oman, Vietnam, Algeria, Lebanon, Balkan and several CIS countries.
 - Managed teams of key sectoral experts for the definition of the negotiating strategy vis-à-vis the acceding countries and other WTO members.
 - Advised Trade Commissioner on policy strategy and relations with to the above countries, including during Ministerial meetings, as well as on relations with the UN institutions on trade matters.
 - Negotiator for DG Trade for the Stability and Association Agreements with Croatia and Fyrom and for the EU-Gulf Cooperation Countries Free Trade Area.
 - Defined EU position at the WTO General Council and Council on Trade in Goods
 - Developed and coordinated EU policy in areas like the interaction of trade and labour, globalisation and fair trade.
- 11/95 – 07/97 **European Commission. Directorate General Internal Market and Financial Services** *Brussels, Belgium*
Administrator
- Analysed Italian and Portuguese legislation affecting the free movement of goods.
 - Negotiated legislative amendments with the Italian and Portuguese governments to assure the respect of EC law in this field.
 - Prepared and advised the Commission on cases before the Court of Justice.
 - Coordinator for the treatment of cases concerning directives 83/189 and 92/59 (technical regulations).
- 02/95 – 05/95 **Delegation of the European Commission to the United States.** *Washington, D.C.*
Stagiare - Development Section
- Monitored the US aid policy towards CEECs, NIS and African countries.
 - Reported to the Delegation on Congressional hearings and State Department briefings.
 - Drafted notes and prepared statistics on EU aid policies and humanitarian action for distribution to US government agencies and International Organizations.
 - Attended International Monetary Fund seminars on African development policies.
- 10/94 – 01/95 **Embassy of Italy to the United States.** *Washington, D.C.*
Stagiare - Assistant to the First Commercial Counsellor
- Analysed investments flows between Italy and the USA.
 - Designed detailed policies to promote private investments between Italy and the USA.
 - Compiled extensive profiles of the most important "Think Tanks" in the USA.
- 12/91 – 05/92 **MAT Transport Ltd.** *London, UK*
Assistant Sales Manager
- Advised on trade issues pertaining to non-EC countries.
 - Identified and contacted potential customers for Scandinavian and Italian markets.
 - Recipient of EU *COMETT* (now *Leonardo*) scholarship.

EDUCATION

- 1993 – 1995 **Johns Hopkins University** *Bologna, Italy/Washington, D.C.*
Paul H. Nitze School of Advanced International Studies (SAIS).
M.A. in International Relations
 • Concentrations in International Economics and European Studies.
 • Awarded scholarships by: Rotary Foundation, Università di Padova, Banca Nazionale del Lavoro.
- 1992 – 1993 **Università di Bologna.** *Bologna, Italy*
Faculty of Law
LL.M. in European Communities Law
 • LL.M. thesis: "The Common Foreign and Security Policy: Legal Implications".
- 1986 – 1991 **Università di Bologna.** *Bologna, Italy/Paris, France*
Faculty of Law
Law Degree cum laude
 • Concentration: International and EC Law.
 • Research thesis: "Legal Aspects of EC-Japan Trade Relations".
 • *Erasmus* student at the Université Paris II, France.

ACADEMIC EXPERIENCE

- Since 2004 **University of San Diego (Pericles Able).** *Moscow, Russia*
 • Professor of WTO Law and EC Law at the LL.M programme
- Since 1999 **Università di Bologna.** *Buenos Aires, Argentina*
 • Professor of International and European trade law at the Master of International Affairs
- Since 1996 **Università di Bologna.** *Bologna, Italy*
 • Guest Lecturer of International and European Trade Law at the LL.M programme.
- 10/93 – 02/94 **SAIS, Department of European Studies.** *Bologna, Italy*
 • Teaching assistant of EU Law

Lectured on trade, European, Asian and Russian affairs and law, inter alia, at Harvard Law School, Columbia, Yale, the Johns Hopkins University, ENA, MGIMO, Moscow State Law Academy, Moscow Higher School of Economics, ISMAPP, the Istituto Affari Internazionali, Aspen Institute and numerous Italian universities.

MEMBERSHIP OF PROFESSIONAL BODIES

Member of the Istituto Affari Internazionali, Roma - Italy.

Fellow of the Salzburg Seminar.

"Young Leaders 2000" and "European Young Leaders 2005" (programmes organised by the Brookings Institute, Council Italy-USA and Atlanticke Bruke).

LANGUAGES

Italian (native), **English and French** (native level), **Spanish and Russian** (advanced), **Dutch** (intermediate).

PUBLICATIONS

Book

"Il WTO", Il Mulino, Bologna, 2002, 3rd edition 2009.

This book has been adopted by various Universities in Italy as textbook for courses in international trade and international organisations. It has sold over 8000 copies.

Articles

"A taxing 16-year marathon", op-ed in "The Moscow Times", July 2nd 2009.

"To do or not to do: Russian practices and temptations in the field of subsidies on the eve of the accession to the WTO", in WTO and Subsidies: an International Law Analysis, Claudio Dordi and David Luff (Eds), Oxford University Press, forthcoming.

"Are Russian trade defence measures targeting Europe?" in Journal of Law and Economics in International Trade, Volume 2, N. 1, December 2005.

"Moving closer together: Russia and the EU begin to walk in step" in "Russian Investment Review", Summer Issue, Vol.3, No2, 2004

"Basel II in EU legislation: Impact on the Russian banking system" in "The new capital accords\Basel II and the European capital adequacy directive: Conference materials" European Financial and Banking Academy, Brussels 2004

"Accession issues for Asian countries" in "Progressing towards the Doha Development Agenda: selected papers on trade and development research issues for Asian countries", Inama and Xuto (eds.), Bangkok 2003

"Storia e organizzazione dell'OMC" in "L'OMC da Punta del Este a Doha: ultima fermata Cancun", Volontari e terzo mondo, numero speciale, Vol 3, 2003

"La conferenza ministeriale di Doha e il dopo Doha" in "Commercio internazionale sostenibile? Wto e Unione europea", Lucia Serena Rossi (ed.), Il Mulino, Bologna, 2003.

"La riforma istituzionale del WTO", in "Il Wto e la quarta conferenza ministeriale: quali scenari", I. Falautano - P. Guerrieri (eds.), Quaderni IAI, Roma 2001.

"Accession to the World Trade Organisation: A legal analysis" in "Legal Issues of Economic Integration", Vol 27, issue 2, 2000.

"Il Millenium Round: Una prospettiva europea" in "Il Millenium Round, Il WTO e L'Italia", I. Falautano - P. Guerrieri (eds.), Quaderni IAI, Roma 1999.

"Looking forward: The European Union's quest for the Millenium Round" in "International Trade Law on the 50th Anniversary of the Multilateral Trade System", Paolo Mengozzi (ed.), Milano 1999.