

## CURRICULUM VITAE

**Proposed position:**

**Category:**

1. **Family name:** MANZO
2. **First names:** Eros
3. **Date of birth:** September 01, 1979
4. **Passport holder:** Italy
5. **Residence:** Via Amerigo Vespucci, 24 Rome, Italy
6. **Tel/Mob:** +39 348 74 55 777
7. **Education:** graduated
8. **Status:** Married
9. **Education:**

	Institution [ Date from - Date to ]	Degree(s) or Diploma(s) obtained:
<b>A</b>	"L'Orientale" – Naples from 2003 to 2005	<b>Master degree-</b> Social Science "Science of Languages, History and Cultures of Mediterranean area and Islamic Countries"; <b>Arabic Language and translation</b> ( <i>Two years Full time course</i> ). Score: 110/110 cum laude
<b>B</b>	"School Of International Politic and Development Cooperation" – SPICIES-FOCSIV ONG (Rome) from Sept 2002 to Jun 2003	<b>Diploma (full time): International Development</b> The school provides a good knowledge of PCM Project Cycle Management; International Economic; Migration and Refugees; Development Cooperation for International Organisation and NGO's; Budgeting and Found Rising.
<b>C</b>	"La Sapienza" - (Rome) from Sept 1999 to Jun 2002	<b>BC's Art (tree years full time)</b> Social Science; Score 110/110 cum laude

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

Language	Reading	Speaking	Writing
Italian	Mother Tongue		
English	1	1	2
French	1	2	3
Arabic	2	2	2

11. **Membership of professional bodies:** No

12. **Other skills:** Experienced on PC; Office Pack; and Apple mainframes,.

13. **Present position:** Consultant

14. **Years within the firm:** 4 years

15. **Key qualifications:** more than 10 years experience in planning, management, coordination, **monitoring and evaluation of International Development Projects. well familiar with EU Instrument Pre-Acquis (IPA); European Development Fund (EDF); European Neighbourhood and Partnership Instruments (ENPI) procedures; EU Procurement procedures ( PRAG) and other Donors such us World Bank, DANIDA, UN, etc**

- Technical Subjects recently involved among others: (i) Veterinary field — particularly as regards animal health, animal identification and registration (ii) Support to the Reorganisation of the Food Processing Sector; (iv) Development of Agri-business (iii); Fishery
- Expertise on EU framework contracts benef 2009 (Lot9-Lot7-Lot7-lot12) management for private sector;
- Experience as an anthropologist/orientalist; working in Middle East countries especially in Egypt in the framework of projects for the provision of services in dealing mainly with: (i) fighting the desertification process, (ii) supporting local populations in order to encourage new settlements (iii) EC initiatives geared towards poverty reduction; (iv) social development, human rights and good governance.
- Sound knowledge of **Project Cycle Management and Logical Framework approach; experience of working in all phases of PCM.** Experience in conducting field research, **Identification, monitoring and evaluation, preparation of institutional capacity assessments and preparation of ToRs. Extensive experience in conducting monitoring and evaluation of EU initiatives.**
- Special experience with the different EC initiatives geared towards poverty reduction; academic background and good experience with all aspects of social development, human rights and good governance; **frequent participation in EOI, Tenders (Europe Aid and the World Bank) and in setting up of Consortia, Bid proposal writing and good background regarding economic and financial analysis of programmes and projects in line with EC guidelines.**
- Extensive group work experience.
- Ability to communicate outputs at high level standards: drafting of technical and institutional reports and documents, redaction of papers, needs assessments and baseline studies.
- **Extensive experience in Business Development and public relations in Turkey and Middle East area. Often involved in creating partnership at international level and maintaining formal and operative agreement.**
- Acquired through work experiences abroad:
  - Good research skills, familiarity with the most important International Organization.
  - Excellent statistical and analytical skills, ability in budgeting and financial activities.
  - Developed presentation skills and commitment to work under pressure meeting tight deadlines.

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

<b>Date</b>	<b>Country</b>
<b>Italy</b>	from 2005- to 2007 from 2009- to present
<b>Egypt</b>	from 2004 – to 2005 from 2007 – to 2009
<b>Turkey</b>	from 2013 – to present

### 17. Professional experience

	Date from - Date to	Location	Company and reference person (Name and contact details)	Position	Description
1	Sept 2020 – to present	Italy	<b>National Council for Research – Institute for Atmospheric Pollution and Air Quality</b>	<b>Senior Project Manager / EU External Relations</b>	Senior Project Manager responsible for EU funds: Horizon 2020 GREEN DEAL , Interreg Med, Life programme, EuropeAid Contracts. Duties: tender preparation, management of projects, Partner and stakeholders management Sectors: Atmospheric pollution, Air quality, Green economy, Blu economy, Climate change.
2	Oct.2012 to Jul 2020		<b>EC/AGROTEC SpA</b>	<b>Senior Project Manager Technical Assistance Unit,</b>	Project Manager in AGROTEC SpA within the Technical Assistance Unit, responsible for Business Development, International tender preparation, management of projects worldwide and in a variety of sectors with highest satisfaction of beneficiaries and funding agencies, responsible for ensuring contractual deliverables are submitted to quality standards. <b>Turkey Country Manager of the Ankara Branch-Turkey and for Middle East Region.</b> Sector of activities: Veterinary;; Agriculture; rural and environmental development funded by EU. Strong risk management and troubleshooting project issues especially for the Identification and recruitment of Key and Short term experts. Manage local project staff and project officers. Secure a good working relationship with experts, clients and partners. Secure a positive image and reputation of the company. Ability to travel with regular visits to the field and project offices. <b>Development of commercial oriented skills to build strategic and enduring relationships with clients, beneficiaries, government counterparts and experts. Experience with other international/bilateral organisations (WB, EU, WB and Italian Cooperation, amongst others).</b> Extensive travel involved in order to ensure and monitor smooth project operation, as well as experience in liaising at governmental and local level, as well as participation in study tours, WS, trainings, Steering Committees.
3	Sept 2017 to present	Ankara/ Tureky		<b>Project Manager Technical Assistance Unit,</b>	EU/IPA funded project – <b>Technical assistance for capacity building to converge the Turkish agricultural system to the European greening agricultural rules and improving the implementation of the EU’s Nitrate Directive</b> ” transposition of the EU acquis in a range of areas related to the environment, including the adaptation of EU Greening agricultural rules and EU’s Nitrate Directive in its agricultural system. This project is intended to <b>support the key Turkish Ministry responsible</b> – the Ministry of Food, Agriculture and Livestock (MoFAL) to strengthen the capacities of Turkish administration, agricultural advisors, farmers, environment NGOs and research institutes.
4	Dec 2016 to present	Italy/ Ordu-Turkey		<b>Project Manager Technical Assistance Unit,</b>	EU/IPA funded project – <b>“Technical Assistance for Technical Assistance for the operation of ‘My Bee, My Honey, My Honeycomb’</b> The My Bee, My Honey, My Honeycomb operation will contribute to first priority (measure 1.1.) of RCOP through establishment of a common use “processing and packaging plant” (facility) within international standards, for apiculture products producer SMEs which are presently producing in very primitive conditions. <b>Duties:</b> management arrangements; human resources management
5	Sept 2014- Dec 2016	Ankara/ Tureky		<b>Co- Project Manager Technical Assistance Unit,</b>	EU/IPA funded project <b>“External Quality Control under Digitisation of Land Parcel Identification System, Turkey”</b> . The project requires a comprehensive knowledge of EU IACS and LPIS systems best practise in EU and extensive experience in establishing physical block based LPIS systems in EU Member States and/or Candidate countries which we are able to provide. A highly experienced team is also required in the establishment of an LPIS and in carrying out EQC to comply with EU requirements and for which we have the necessary expertise. the purpose of this projects is to provide External Quality Control (EQC) services to assures the same level of geographical data quality and consistency, support the Beneficiary with monitoring and evaluating of the delivered products of orthophoto creation and LPIS digitization contracts covering the whole country which will be used for further implementation of IACS and as background data for other related measures (i.e. protection, environmental assessment, rural developing measures, planning etc.). <b>Duties:</b> Supervise the Technical Team in the performance of their respective duties and ensure the efficient functioning of the unit and ensure that clear working arrangements are established for collaborating with the Turkish authorities on all management; Identify implementation arrangements and needed resources to implement the project and ensure proper management of funds, including accounting, financial control and audit procedures EU guidelines.
6	Mar 2014- Sept 2016	Ankara/ Tureky		<b>Project Director</b>	EU/IPA funded project <b>“Europaid/Technical Assistance for Preparation of the Veterinary Strategy Document”</b> . The overall objective and purposes of the project are: (i) to analyse the current situation and detect the main shortcomings in the veterinary field — particularly as regards animal health, animal identification and registration, control of animal movements and animal welfare; (ii) to make a needs assessment and priorities needs, to determine short-, mid- and long-term goals in view of national interests and obligations arising from ongoing accession negotiations with the European Union; (iii) to base policy decisions on cost-benefit analyses, in close consultation with the animal industry and other stakeholders, and to incorporate these outputs into a

					veterinary strategy document, which will serve as a key reference document for decision makers, official veterinarians, private veterinary practitioners, staff of the Ministry of Food, Agriculture and Livestock, non-governmental organisations and other relevant stakeholders. <b>Duties:</b> Managing staff and overseeing the day-to-day activities related to the management and implementation of the Project, including procurement, project monitoring and evaluation, financial management, progress and financial reporting, leading staff; Overall supervision of project activities and arrange formal consultations with the institutional client and beneficiary • Participate and represent the Consortium member in the Project Steering Committee (PSC) • Draft Terms of References and management of local and foreign consultants, monitoring progress on deliverables under those contracts and providing feedback as necessary, and coordination of the work of the consultants consistent with the overall project implementation plan. • Undertake external high level communication. • Prepare, or as appropriate supervise the preparation of, progress reports, annual reports, project completion report and other reports that may be required by the stakeholders; Supervise the Technical Team in the performance of their respective duties and ensure the efficient functioning of the unit and ensure that clear working arrangements are established for collaborating with the Turkish authorities on all management, financial, accounting and procurement matters; Lead the development of work plans, workshops and periodical work sessions and meetings for the unit and hold orientation seminar for his team members from the project; Identify implementation arrangements and needed resources to implement the project and ensure proper management of funds, including accounting, financial control and audit procedures EU guidelines.
7	Sept 2012- May 2013	Ankara/ Tureky		Project Manager Technical Assistance Unit,	<b>Turkey/Europaid contract: "Technical Assistance for Control of Industrial Volatile Organic Compound Emissions"</b> : the project will establish an inventory of facilities within the scope of the EU Storage Directive (94/63/EC) and selected sectors of the EU Solvent Emissions Directive (1999/13/EC) and the EU Decopaints Directive (2004/42/EC) and provide a cost assessment of implementing measures for compliance with these three Directives. <b>Duties:</b> Human resources management; Supervise the Technical Team in the performance of their respective duties and ensure the efficient functioning of the unit and ensure that clear working arrangements are established for collaborating with the Turkish authorities on all management.
8	Aug 2012- Dec.2012	Rome	UNHCR Senior Project manager Mrs Irene Pagliaccia	Fundraiser	Donor Relations and Resource Mobilization service liaises closely with governments to raise funds and to keep these key stakeholders informed about needs and about how their money is being used. The Private Sector Fund-Raising unit plays a similar role, interfacing with NGOs, trusts, foundations and private donors.
9	Dec/2010 - Jul 2012	Rome- Italy	EC/ ARS Progetti SPA Senior Project manager <a href="mailto:c.schingo@arsprogetti.com">c.schingo@arsprogetti.com</a>	Project Desk Manager	Assistance of technical and financial implementation of projects launched by European Commission –within Framework contract "Benef 2009". Business development and consortium dealings. Specific Tasks: assist the technical and financial process for implementing EU framework contracts. I support the EOIs process and tenders bids. <ul style="list-style-type: none"> <li>- <b>EU/FWC Benef 2009- « Interim Audit on the Tarkwa – Bogoso- Ayamfuri Road Rehabilitation Project</b>". The Auditor shall provide to the European Commission and through the European Commission to the Contracting Authority and to the Supervisor recommendations to remedy errors that could have occurred or which can lead to improvements in implementation and results of the project. Tasks management; back-stopping and reports review</li> <li>- <b>EU/FWC Benef 2009- "Technical Assistance to Strengthen the Capacity of the Water Sector Coordination Unit in Samoa"</b> the general objective of the Technical Assistance is to develop the capacity of the Water Sector Coordination Unit (WSCU) to coordinate and monitor the performance of the water sector, Main tasks:back-stopping and reports review</li> <li>- <b>Lot 2 EU/FWC Benef 2009- 2011/2661736/ Niger- « Infrastructures routieres 10 eme FED :Entretien periodique des routes revetue- Fourniture de deux experts independants pour assister l'Administration dans l'Evaluation des Offres des Traveax »</b>. Desk management of the expert team; back-stopping and reports review</li> <li>- lot 9 EU/FWC benef 2009-2010/ 246076 Morocco – <b>«Evaluation Finale du Programme Appui au Développement de la formation professionnelle dans le secteur du Tourisme, du Textile et des NTIC »</b> The overall objective of the program has been to achieve the sector development strategies implemented by the Moroccan authorities and the professional sectors and improve the competitiveness of Moroccan enterprises in the sectors concerned in view of the zone of Free Trade.<b>Tasks management; back-stopping and reports review</b></li> <li>- <b>lot 9 EU/FWC Benef 2009- ° 2010/254519/1 China- « Pre-feasibility study mission on EU-China Social Protection Cooperation»</b> The global objective of this mission is to identify key issues of the social protection system in China for a possible cooperation with the EU and to analyse the modality of the cooperation.</li> </ul>
10	Jun 2011- Jul 2012	Ethiopia/ Rome- Italy	WB/ ARS Progetti SPA Mr John Abbott <a href="mailto:abbott_grobicki@yahoo.com">abbott_grobicki@yahoo.com</a>	Deputy Project Director	<b>Technical assistance - World Bank- "The Preparation of Asset Management Plan For Addis Ababa City Government"</b> The asset management plan covers: roads, solid waste management equipment, urban drainage, sanitation and beautifications, markets, water supply assets, sewerage service assets, abattoirs, firefighting facilities and equipment.

					The objective of the service is to compile and carryout municipal asset inventory and to prepare asset management plan. The proposed asset management plan will include: the major infrastructure assets in the city, estimates of the residual cost/worth of an asset; costs/replacement rates, assessments of the condition of assets, estimates of the short and medium term demand for infrastructure investments, estimates of the operations and maintenance costs of existing and new infrastructure, an implementation strategy for the asset management plan.
11	June/July 2011	Rome Italy	EC-EAHC/NHMP (National Institute for Health Migration and Poverty) <a href="mailto:a.rosso@inmp.it">a.rosso@inmp.it</a>	Evaluator Expert	<b>Final External Evaluation of AIDS&amp;Mobility 2007-2010 Project/ grant of European Executive Agency for Health and Consumers.</b> The Final external evaluation component aim was to examine the project at a macro-level. It needs not to evaluate the extent to which each individual project goal has been achieved, but provide a descriptive, qualitative response to the following questions:To what extent have the chosen methodology (the transcultural mediator approach) and its implementation processes revealed themselves as appropriate for the project aims; The external evaluation aim to assess how the A&M project contributed to the response to HIV/AIDS in Europe. Relevance, effectiveness, efficiency and sustainability have been also discussed.
12	07/2009 10/2009	Egypt	C.E.N.S.I.S. Dr. Giuseppe Roma <a href="mailto:g.roma@censis.it">g.roma@censis.it</a>	External Consultant	Carry out the research on the socio-economic situation in Egypt, in the frame of CENSIS project: <b>“Report on the socio-economic situation and infrastructures of the Mediterranean Countries”</b> , in collaboration with the Italian Ministry of Transport. The report focuses on the reasons of the recent Egyptian economic growth and its impact on the Egyptian society and poverty reduction.
13	07/2008 07/ 2009	Egypt	Italian Ministry of Foreign Affairs Dr. Rosario Micciché <a href="mailto:rosario.micciche@esteri.it">rosario.micciche@esteri.it</a>	Project Officer	<b>Italian Development Cooperation office in Egypt – Evaluation</b> ; analysis of the main administrative procedures and documents related to the ongoing projects: Assessment and technical evaluation of the projects’ proposal presented for financing by local institutions, Egyptian and Italian NGOs; Budget review of the projects implemented; Liaison with different stakeholders at national and international level; Assist the Italian Embassy Diplomatic Staff in Ensuring a positive relationship between Egyptian Counterparts; Human Resources
14	01/2008 06/2008	Egypt	UN/ IOM Dr. Luigi Carta (IOM Cairo) <a href="mailto:Lcarta@iom.int">Lcarta@iom.int</a>	Project Officer	<b>Lead preliminary studies</b> for the project <b>“Family tracing for Unaccompanied Minors”</b> , in support of the Italian Committee for Foreign Minors within the Ministry of Social Solidarity.Identify and meeting the families of Egyptian unaccompanied minors living in Italy; Analysis of specific cases relating to minors by a socio-anthropological approach and data cleaning; Supervising family interviews; Draft and format research creation; Support to the management for the IMIS II project: contrast the illegal migratory phenomenon and to encourage the regular migratory flows of the workers in response to needs of the international labour markets; <i>Egyptian Labor Market analysis: informal employment and unemployment</i>
15	01/2006 06/2006	Rome - Italy	IPALMO Dr. Antonio Loche General Secretary <a href="mailto:isia@mclink.it">isia@mclink.it</a>	Project Officer	<b>Support to the Scientific Committee for the International Conference “European way Towards Microcredit in the Fight Against Poverty”</b> - Brussels 28 June 2006. Support to the Scientific Committee for the project IPALMO/UNSSC (United Nation System Staff College) <b>“Accelerating the Actions for Achieving the Millennium Development Goals (MDG’s) in the MENA Countries (Syria, Jordan, Algeria, Egypt)”</b> .
16	12/2004 03/ 2005	Egypt	Italian Ministry of Foreign Affairs	Researcher	<b>Italian Development Cooperation office in Egypt</b> : Support the CIERA (Centro Italo-Egiziano per il Restauro e l’Archeologia) activities:Anthropological Research on the recovery of cultural and architectural heritage of Fatimid period in Cairo, especially Baharit period; Anthropological report : <b>“Social impact of the renovation of the Madrasa Sunqur Sa’adi building”</b>

