



GABRIELLA ESPOSITO

📍 Home : Milan, Italy

✉ Email: gabriella.esposito369@gmail.com ☎ Phone: (+39) 3924465984

🌐 Website: www.greengrowthgeneration.com

🌐 LinkedIn: www.linkedin.com/in/gabriellaesposito1

Gender: Female Date of birth: 19/03/1988 Nationality: Italian

ABOUT ME

Gabriella is an Industrial Engineer, has been working for 6 years as **Project Manager** for different Multinational Companies in Profit Sector (Food & Beverage, Automatic Machines for Food Processing, Packaging and Innovation, Pharmaceuticals). After a volunteering experience in *Ghana* in 2016 and in *Kenya* in 2019 to empower Women Entrepreneurs through a Microcredit Project, she has decided to change her path. In 2018 she attended a Master in **Fundraising Management** for National and International Cooperation to learn how to develop and Manage successful projects for the third sector; she attended a Master in **Euro Project Management** to improve her skills on how to write and manage an EU funded project. In 2019 she worked as **Industrial Liaison Officer** and Partnership Developer for the University of *Bologna* to create synergies between University Researches and Private Companies. In 2020 she moved to *Lebanon* to work as EU Project Manager to develop a Cooperation Project on energy efficiency and renewable energy. In 2021 she founded a no-profit organization **Green Growth Generation**, a participatory platform to boost environmental, social and economical sustainability by connecting communities. During the last three years she joined **EIT Food Community** participating online and in presence course in order to upscale her knowledge about the Food Sector, the Circularity and Sustainability of the Food System (New Product Development; Innovator Fellowship; Nutrition&Health; Local and Organic Production and Consumption for public canteen). During these experience she build up a team to work and launch a start-up **Farm2Fork Lab** to network small producers, chefs, food experts, and consumers in a physical and digital community.

WORK EXPERIENCE

[01/2023 – Current]

Phd Business & Management

University of Turin - Business & Management Department

City: Turin

Country: Italy

Phd "**BUSINESS AND MANAGEMENT**" (38th cycle)

Admitted with scholarship for research project no. 2 - **Business model innovation in the food system** (PNRR-CN2/NRRP-NCs2)

Research Stream1: Food, Innovative Business Model in the Food systems

Research Streams: New European Bauhaus and Circular Cities, Sustainable Communities and Grand Challenges

[03/2023 – Current]

Business coach

Hi Seed Tech

City: Porto

Country: Portugal

S3E Start is designed for research teams with deep tech projects, grounded in a scientific discovery or meaningful engineering innovation that want to explore the path from the lab to the market. S3E Start is also for technology transfer officers that want to learn a thoroughly tested methodology to foster science-based entrepreneurship and technology commercialization. **S3E Start project** is a training initiative in technology commercialization and tech-based entrepreneurship, aiming at supporting the creation of value from the knowledge generated by the participant's research activities. The mentor should help the participating team identify the issues and the people that may help to validate the solutions proposed so that both the business case and the pitch are built on solutions validated by the market.

[11/2022 – Current]

Project Coordinator

NEB Stewardship Lab

Country: Italy

This academic-led NEB lab project explores and enhances the role of higher education in the New European Bauhaus (NEB) initiative. Through joint workshops and participatory Research Development and Innovation (RDI) activities with project partners, the lab aims to examine, clarify, and enhance the role of higher education in the New European Bauhaus initiative.

https://new-european-bauhaus.europa.eu/get-inspired/inspiring-projects-and-ideas/neb-lab-neb-stewardship-lab_en

[09/2022 – Current]

Founder CEO

Farm2Fork Lab

City: Milan

Country: Italy

Business Development, Communication and Finance Strategy for the start up Farm2Fork Lab - the way to create your urban circular food system

[10/2022 – 12/2022]

Business Coach for Spacecrop Startup

EIC/EIT Food Women Leadership Programme

City: Online

- Contribute to bringing a positive change to the mentee's life;
- Contribute to expand the professional network;
- Contribute to solve specific business problems of start-ups selected;
- Be at the forefront of increasing the role of women in innovation and tech;

[09/2021 – Current]

Founder No-Profit Organization

Green Growth Generation

Country: Italy

GreenGrowthGeneration is a participatory platform to boost green growth by connecting eco-communities

- Develop Organization Strategy and Long Term Partnership in Lebanon & Europe
- Community Engagement (Selection, Coaching and Mentoring) in Lebanon & Europe
- Strategic Design & Communication

[05/2021 – 12/2021]

Grant Management

Consultant

Country: Lebanon

1. Grant Proposal Writing (Environment, Social Stability, Solid Waste Management, Education, EcoTourism, Art, Women Empowerment, Business and Entrepreneurship)
2. Partnership Development (University, Think Thank, INGO, Civil Society Organization)
3. Coordination with Donors, Key Stakeholders and Governmental Agencies

[02/2020 – 03/2021]

EU Project manager

ICU - Istituto per la Cooperazione Universitaria Onlus www.reestart.eu

City: Beirut

Country: Lebanon

REESTART: Renewable Energy and Energy Efficiency for Sustainable energy Transition And Reinforced Trust between SMEs and ESCOs

- Recruitment and Management of Project Team, technical and soft skills development - Engineers, Accountant, Field Officer
- Responsible of overall Project Cycle Management (Planning, Implementing, Monitoring and Evaluation, Financial and Narrative Reporting) to achieve measurable impact within an uncertain country context
- Supervising Budget expenses within EU procedure 2.5M€
- Communication and Fundraising Strategy Development - Project Co-financed 500K€
- Partnership Development and Consortium Coordination (EU, UNDP, UNIDO, AICS Lebanon, Local Authorities, INGO, Financial Institutions and Banks, EBRD, IFC, Research Center and University, Chamber of Commerce, Private Companies) to develop synergies and increase project outcome

- Develop Best Practices, Internal and external procedures to develop competences at local level thought participatory approach

www.reestart.eu

[02/2019 – 02/2020]

Industrial Liaison Officer

Fondazione Alma Mater, Università degli studi di Bologna

City: Bologna

Country: Italy

- Partnership Development (Public-Private Partnership) and Consortium Coordination between University and Private Companies in Italy and abroad
- Workshop organization to develop University-Business collaboration on research topic to develop synergies and increase project outcome

[10/2018 – 01/2019]

Project Development Assistant

La Nostra Africa Onlus

Country: Kenya

- Coordination of overall Project Cycle Management (Planning, Implementing, Monitoring and Evaluation)
- Develop Best Practices, Internal and external procedures to develop competences at local level thought community-led initiatives
- Communication and Fundraising Activities

[01/2018 – 07/2018]

Project Leader

Atlas Copco Italia

City: Bologna

Country: Italy

- Supply Chain Development: Partnership development within Commodity Strategic Approach at national and international level - 15 stakeholders
- Quality and Cost Optimisation: 1M€ Budget Saving, Increase Production efficiency of 30%

[07/2017 – 12/2017]

New Product Development

Philips Saeco S.p.A

City: Bologna

Country: Italy

- Responsible of overall Product Cycle Management: Phase OUT-Phase IN projects (Re- branding, New Product launch, Supplier Transfer, New Supplier Introduction, Double Sourcing Products)

[08/2016 – 08/2016]

Microfinance Project Assistant

Project Abrad - Volunteering Project

Country: Ghana

- Coordination of overall Project Cycle Management (Planning, Implementing, Monitoring and Evaluation)
- Communication and Fundraising Activities

[01/2015 – 12/2016]

Manufacturing Technology Specialist

Tetra Pak Packaging Solution

City: Bologna

Country: Italy

- Responsible for overall Project Cycle Management within Issue Resolution Program in Italy and abroad
- Coordination and Team Management (Engineers, Buyers, Technical Service, Material and Development Specialist, Marketing)
- Partnership Development and Supplier Coordination to develop synergies and increase program outcome

[01/2014 – 12/2014]

Operation Project Manager Assistant

Novartis Pharma

City: Napoli

Country: Italy

- Responsible for overall Project Cycle Management within Material Master Data Program
- Coordination and Team Management (Material Planner, Quality Control, Quality Assurance, Supply Manager, Marketing)
- Operation, Quality and Production Optimisation through performance analysis of 7 production lines

EDUCATION AND TRAINING

[10/2022 – 12/2022]

EIT Food - We Lead Food

University of Cambridge; University of Madrid; Aarhus University

Address: United Kingdom

[09/2022]

EIT Food - Farm2Fork sustainable production & consumption in public canteens

Torino University; Bologna University; Aarhus University

Address: Italy

[06/2022 – Current]

EIT Food - Innovator Fellowship - Circular Food System - Farm2Fork Lab

Torino University; Aarhus University; Technical University of Munich; Bologna University; CSIC

Address: Italy

[04/2022 – 10/2022]

GrandUP Imprese - Food Community Lab Project

Social Fare

Address: Cuneo, Italy

[07/2022]

EIT Food - InnovPlanet - Nutrition Project

BGI - Building Global Innovators

Address: Covilhã, Portugal

[04/2022 – 07/2022]

Leadership & Innovation in disruptive time - Senior Manager for Development & Cooperation

Amani Institute; Fondazione Compagnia San Paolo; Fondazione Cariplo

Address: Kenya

[01/2018 – 10/2018]

Master in Fundraising Management for National and International Cooperation

Social Change School

Address: Italy

[09/2018 – 05/2019]

Master in European Project Management® - Europa Cube Innovation Business School

Address: Brussels, Belgium

[10/2007 – 03/2013]

Master Degree Mechanical Engineering for Energy&Environment - University of Naples, Federico II

Address: Naples, Italy

National classification: 110/110 cum laude

[02/2012 – 07/2012]

LLP Erasmus Project - Escuela Tecnica Superior de Ingenieria

Address: Huelva, Spain

COMPETENZE PROFESSIONALI

Competences

Time management; Decision making; Planning, Prioritisation&Goal settings; Budget management; Donor&Consortium Management; Business Development; Monitoring and Evaluation; Marketing and Communication; Fundraising; Coaching and Career development

Soft Skills

Nonverbal Communication; Clarity and Concision; Confidence; Positive; Negotiation; Providing Feedback; Active Listening; Stress Management

DATA AUTHORIZATION

Consent - General Data Protection Regulation (GDPR)

I hereby authorize the use of my personal data in accordance to the GDPR 679/16 – "European regulation on the protection of personal data"