

**CURRICULUM VITAE ET STUDIORUM  
OF  
MARCO SALADINI**

**1. Personal and contact information**

Born in Ascoli Piceno, Italy, on August 6, 1963. Married, with two children. Temporarily residing in Canada - 173 Soudan Avenue – M4S 1V5 – Toronto – e-mail: m.saladini@ice.it

**2. Education**

- 2005 Certificate in Emerging Markets – School for Advanced International studies (SAIS) – Johns Hopkins University – Washington, DC – average course grade 3.75/4
- 1990 Master's degree in Political Sciences concentration in international affairs – University of Rome “La Sapienza” – final dissertation grade 110/110 – average course grade 26.95/30
- 1982 High school diploma from an Italian Scientific High School

**3. Professional affiliations**

Member of the Italian Journalists' Guild since 1992.

**4. Foreign languages**

- Italian: mother tongue
- English: fluent (Test of English as a Foreign Language score: 293/300, as of March 2004)
- Spanish: advanced
- French: working knowledge
- Portuguese: working knowledge.

**5. Work experience**

2021 – present (assignment ending in the Summer of 2025)  
[Italian Trade Agency](#) (Ice, governmental agency) – Toronto office

> Managed Ice's 3 offices in Canada, growing staff from 13 to 22 units and establishing the Vancouver office, in order to support the internationalization of Italian companies

> Sectors of focus included industrial machinery, food, wine, cosmetics, clothing, audiovisual content, procurement and investment attraction. I developed a few new areas adopting a medium term perspective and revitalized specific programs

> Simplified, digitized and streamlined processes, introducing innovations in time recording, staff selection, communication around events, handling of social media and thematic web sites, charity donations, among others.

> In 2024 handled a budget of about 4 million eur, with over 350 purchase orders belonging to 80 different programs, hundreds of companies served with marketing support, over 300 delegates sent to trade shows in Italy and thousands of news releases and posts published

❖ *Skills acquired or refreshed: Canadian market knowledge, project design and management, industry specific analysis and marketing tactics, digital advertisement, human resources management and*

*relations, event management, multitasking and working under intense pressure*

2017 – 2021

Italian Trade Agency or Ice – Chicago office

> Managed a 15-18 employees office, in charge of industrial machinery, large food retail chains, automotive and publishing sectors

> Introduced several innovations in processes and tactics, increasing the office's presence in the digital arena

> Successfully handled the challenges posed by the COVID19 pandemic and managed to keep staffing levels constant or above initial ones

> Participated in joint activities with other countries' Trade Commissioners working in Chicago

❖ *Skills acquired or refreshed: Usa market knowledge, advanced management and administration, negotiation, event management, digital advertisement, support to Italian investors*

2011 – 2017

Italian Trade Agency or Ice – Rome, Italy – Senior Officer

> Worked for 4 years at the Strategic Planning and Control Office at Ice's headquarters

> Co-ordinated a large section of [Ice's Annual report](#), about public support to companies' internationalization and I co-operated with Istat to produce a Istat-Ice joint Trade Statistics Yearbook

> Advised management on statistical and research themes

> Between 2014 and 2015 was tasked with startup companies and research centers overseas promotion

> Played a leading role in the debate about trade and investment promotion, writing essays and policy papers

❖ *New skills acquired: policy analysis, provision of business development services to innovative organizations*

2006 – 2011

Ice – Ho Chi Minh City, Vietnam – Director of Country Office

> Managed a 12-18 employees office, tasked with monitoring economic developments, disseminating information about them, and with advising companies, especially small and medium ones, on trade and investment opportunities and regulations

> Organized promotional and training activities and liaised with relevant authorities and agencies

> The economic sectors involved spanned from machinery to infrastructure, finance and services

> During my tenure handled a trebling of staff and an increase in sectors and projects managed

> In 2008 coordinated a very successful 4-days visit by Italian companies, banks, institutions and associations, with 250 delegates and events both in Hanoi and Ho Chi Minh City.

❖ *New skills acquired: Vietnamese market knowledge, advanced management and administration, negotiation, multicultural communication, event management, public relations and advertisement*

2005-2006

Ice – Rome, Italy – Economist and Project Manager

> At the Studies, Research and Statistics Office my tasks included writing a chapter about international macro-economics trends for [Ice's annual Report](#) and co-ordinating its production

> Gave lectures on economic development and went on a promotional mission to Brazil

❖ *New skills acquired: project management*

2000-2005

World Bank (multilateral development bank) – Washington, DC, Usa – Advisor to the Executive Director for Italy and other countries

> Advised the ED and wrote policy notes and comments, focusing in particular on international trade, Multilateral Investments Guarantee Agency guarantees, private sector development and infrastructure projects, Italian trust funds, procurement, external relations with Italy and lending to Middle Eastern and North African countries

> Researched about procurement, using a source of thus far unpublished data, provided by the World Bank

> On occasion, represented the [Office](#) and its views at the Bank's Board of Directors and in some of its Committees or in meetings about Italian trust funds, originating from 3 different Ministries

> Assisted Italian companies in understanding the World Bank's procurement mechanisms and in liaising with a variety of internal counterparts

❖ *New skills acquired: policy analysis, procurement procedures, corporate governance, working within and liaise with a complex structure, advising high-profile consultants and job-seekers, presenting to diversified audiences*

1993 – 2000

ICE – Rome, Italy – Economic Affairs Officer.

> Worked for the Studies, Research and Statistics Office, essentially on foreign trade and direct investment trends analysis and statistics

> Wrote essays on related subjects, including for [Ice's annual Report](#), also using unpublished data on Italy's foreign trade by firm

> Since 1999 headed the Statistics Section

> Coordinated a multi-year analysis and development project on a public statistics database, pioneering the dissemination of foreign trade data over the Internet

> Advised the Information Department and the President's office on the use of statistical data for strategic analysis and the preparation of speeches and reports

> Went on mission abroad once a year

❖ *New skills acquired: economic and policy analysis, statistical analysis, advising Senior Management, database design and*

*management, professional economist's document writing and editing, publication of complex documents, project management*

1991 – 1992

Istituto di Ricerche Economiche e Sociali (Economic and Social Research Institute) – Rome, Italy – Junior Economist

> Coordinated the activities in Italy of an aid project supporting a Brazilian non-governmental organization, mainly focused on Mercosul, a regional trade integration scheme involving Brazil, Argentina, Uruguay and Paraguay

> Wrote an essay about EU institutions and policy developments

> Worked in Sao Paulo for two months, mostly speaking Portuguese with colleagues

❖ *New skills acquired: economic research, project management, teamwork in a multicultural environment, preparation and revision of economic and policy analysis documents in different languages*

1989-1992

Nuova Rassegna Sindacale (weekly magazine) – Rome, Italy – Free-lance journalist

> Worked for the international news bureau, writing articles, interviewing political and social leaders, reporting on public events and researching various sources of news, including the international press

> Earned an affiliation to the Italian journalists' guild

❖ *New skills acquired: news analysis and reporting, writing concisely and precisely, interviewing senior decision and opinion makers*

1983-1985

Associazione Italiana per l'Educazione Demografica (family planning non-profit organization) – Rome, Italy – Assistant secretary

> Helped in office daily work, either at their headquarters or at their health centers

❖ *New skills acquired: office management, knowledge about social issues, specifically reproductive health*

1978-1987

Various radio stations – Ascoli Piceno and Rome, Italy – Radio Announcer and Journalist

> Gained extensive broadcasting experience as an announcer, a director of regular features and a reporter about Italian independent bands and their concerts

> Created a variety of shows, receiving positive feedback from audiences and station managers alike

> In 1987 worked on a short assignment at the Italian national radio station Rai, exploring Italian indie bands

❖ *New skills acquired: speaking in public, technical aspects of radio broadcasting, interviewing, project management, time management in radio shows*

## 6. Main Publications

Edited a variety of documents written by others. Authored the following main publications, besides one chapter in 13 editions of ICE's annual Report.

- *Gli scambi commerciali. Il ruolo del Made in Italy*, in Various Authors, "Oltre guerra e pace", edited by Romeo Orlandi, Il Mulino – Arel, Bologna, 2010

- *L'accessione del Vietnam all'Organizzazione mondiale del commercio*, in "Rapporto sul commercio estero", ICE, Rome, 2007

- *Access to finance for Chinese poor households and micro, small and medium enterprises*, July 2005, available at <http://www.microfinancegateway.org>
- *Le aziende esportatrici italiane: evoluzione recente*, ICE, Quaderno di ricerca no. 1, Rome, 1997
- *A dimensão social da comunidade económica europeia: atores, políticas, papel do sindicato* in “Mercosul. Integração na América Latina e relações com a comunidade europeia”, Cajuá, São Paulo, 1993
- *Newspaper articles and interviews on newspapers and magazines (1988 – 93)*
- *Features and interviews in radio broadcasts (1978 – 87)*

## 7. Work-related country experience (all assignments)

Albania, Algeria, Brazil, Canada, Iraq, Italy, Jordan, Norway, Singapore, Syria, United States of America (USA), Vietnam

Teaching assignments, training received, references and personal country experience are available on request.  
Toronto, Canada – April 2025