

**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.
Currently residing in viale Ignazio Silone 187, I-00143 Roma, Italy
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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 Gymnasium

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

2011- present
Italian Institute for Foreign Trade (ICE, governmental agency) – Rome, Italy – Senior Officer. I am currently working at the Department for the Promotion of Internationalization

2006-2011
ICE – Ho Chi Minh City, Vietnam – Director of Country Office. Since June 2006 I managed a 12-18-strong office in charge of monitoring economic developments, disseminating information about them, and of advising companies, especially small and medium ones, about trade and investment opportunities and regulations. I also organized

promotional and training activities and liaised with relevant authorities and agencies. Economic sectors covered by the office's activities included machinery, infrastructure, finance and other services. During my tenure I handled a trebling of staff and an increase in sectors and projects managed. I also coordinated a very successful 4-days visit by 150 Italian companies, banks, institutions and associations, with 250 delegates and events both in Hanoi and Ho Chi Minh City. I then brokered an agreement between ICE and the Vietnamese agency for foreign investment promotion, FIA. *New skills acquired: 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, researches and statistics Office my tasks included writing the chapter about the international economic context of ICE's Report and preparing notes on issues related to Italy's position in the global arena. I also 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. I advised the ED and wrote policy notes and comments on specific subjects, 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. I did research work on procurement, using a source of thus far unpublished data. On occasion, I represented the Office and its views at the Bank's Board of Directors. I assisted Italian companies in understanding the World Bank's procurement

mechanisms and in liaising with various offices and officers, from Senior Managers to Task Team Leaders. *New skills acquired: policy analysis, procurement procedures, corporate governance, work 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. I worked for the Studies, researches and statistics Office, essentially on foreign trade and direct investment issues and statistics. I wrote long and short essays on related subjects, especially for ICE’s annual Report, also analyzing thus far unpublished data on Italy’s foreign trade by firm. Since 1999 I was in charge of the Statistics Section. I coordinated analysis and development work on a multi-year software and database, pioneering the dissemination of foreign trade and macro-economic data over the Internet. I 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. I went on mission abroad once a year. I took active part in negotiations about staff issues. *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. I 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. I wrote an essay about EC institutions and policy developments. I went on two missions to Brazil, the second time working in Sao Paulo for two months. *New skills acquired: economic research, project management, teamwork in a multicultural environment, preparation and revision of economic analysis documents in different languages*

1989-1992

Nuova Rassegna Sindacale (weekly magazine) – Rome, Italy – Free-lance journalist. I worked for the international news bureau, writing articles, interviewing political and social leaders and reporting on public events. The job involved a substantive amount of archive searches on various sources of news, including the international press. I 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. I 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. I gained extensive broadcasting experience as an announcer, a director of regular features and a reporter about Italian independent bands and their concerts. I created a variety of shows, receiving positive feedback from audiences and station managers alike. In 1987 I had a short assignment at the Italian national radio station inside a feature about new cultural trends. *New skills acquired: speaking in public, technical aspects of radio broadcasting, interviewing, project management, time management in radio shows*

6. Publications

Besides editing a variety of documents, papers and essays written by others, both in Italian and English, I authored the following items.

- *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
- *Scambi e investimenti diretti*, in “Rapporto sul commercio estero”, ICE, Rome, 2006
- *Cina: andamento del cambio e commercio estero*, in “Rapporto sul commercio estero”, ICE, Rome, 2006
- *Access to finance for Chinese poor households and micro, small and medium enterprises*, July 2005, available at http://www.microfinancegateway.org/gm/document-1.9.24920/26898_file_050721_microfinance_in_China_final.pdf
- *Parte I – Gruppo Banca mondiale*, in Various Authors “Guida alle opportunità d’affari in America Latina nel settore agro-industriale”, ICE and Regione Emilia Romagna, Bologna, 2004
- *Banca mondiale: una guida alle gare*, in Globaltrade, December 2002
- *Banca mondiale: un mondo libero dalla povertà*, in Globaltrade, November 2002.

- *Le gare finanziate dalla Banca mondiale. Posizione delle imprese italiane e servizi di assistenza* in “Rapporto sul commercio estero”, ICE, Rome, 2002
- *Le modalità di internazionalizzazione delle imprese italiane*, in “Rapporto sul commercio estero”, ICE, Rome, 1998, 1999 and 2000
- *Origini ed evoluzione dell’area di libero scambio. Il Mercosur nel contesto internazionale* in E. Mazzeo, E. Morganti, M. Saladini “Effetti della creazione del Mercosur sui rapporti economici e gli scambi commerciali tra i paesi dell’area e il resto del mondo”, ICE, Quaderno di ricerca no. 9, Rome, 1999
- *La struttura settoriale del commercio estero dell’Italia*, in “Rapporto sul commercio estero”, ICE, Rome, 1993, 1994, 1995, 1996, 1997 and 1998
- *Le aziende esportatrici italiane: evoluzione recente*, ICE, Quaderno di ricerca no. 1, Rome, 1997
- *Dopo la svalutazione, le radici. L’analisi dei ricavi da esportazioni per impresa tra il 1992 e il 1996*, in Various Authors, “La vocazione all’export del sistema Italia. Consorzi e aziende a confronto”, Federexport, Rome, 1998
- *I dati di base dell’export* in Various Authors, “La vocazione all’export del sistema Italia. Consorzi e aziende a confronto”, Federexport, Rome, 1995
- *A dimensão social da comunidade económica europeia: atores, políticas, papel do sindicato* in “Mercosul. Integração na América Latina e relações com a comunidade europeia”, Cajà, São Paulo, 1993
- *Newspaper articles and interviews on newspapers and magazines (1988 – 1993)*
- *Features and interviews in radio broadcasts (1978 – 1987)*

7. Country experience

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

Vacations: Austria, Brazil, Cambodia, Czech Republic, France, Greece, India, Italy, Japan, Laos, Mexico, Myanmar, Philippines, Spain, Switzerland, Thailand, The Netherlands, Tanzania, Tunisia, Turkey, United Kingdom, USA

8. Teaching assignments

- University of Bologna and Centre of Health Education and Appropriate Health Technologies – Post-graduate master’s degree course in “Social policies and strategic management for local

sustainable development”, lecture on “Aid institutions and programs” – Bologna, Italy – 2006

- Inter-University Consortium for research on sustainable development – Post-graduate master’s degree course in “Aid and project management for development”, lecture on “Private sector development” – Rome, Italy – 2006
- ICE lecture on “Italian economy and small and medium enterprises” – Rome, Italy – 2000
- ICE short course on “Data base querying” – Rome, Italy – 1998
- ICE lecture on “Using the Italian foreign trade report” – Rome, Italy – 1996
- Master in international development – STOA’ post-graduate course, Naples, Italy, lecture on “Italian trade and policies with respect to Latin America” – 1996
- United Nations Conference on Trade and Development mission to Jordan and Syria, speech on “Italian foreign trade and related policies” – Damascus, Syria and Amman, Jordan – 1995

9. Training received

- Private sector development regional training and workshop – Washington, DC – 3 days – 2005
- Services trade and international negotiations – Washington, DC – 5 days – 2004
- International Finance Corporation Induction – Washington, DC – 10 days – 2001
- Performance evaluation – Rome – 3 days – 2000
- Course – contest for promotion at the C4 (highest) position – Rome – 10 days – 2000
- Training for middle managers – Rome – 3 days – 1999
- SAS-ASSIST software – Rome – 5 days – 1996
- Forecasting: concepts, instruments and applications – Rome – 3 days – 1996
- Internet research – Rome – 6 hours – 1995
- Statistical indicators and recent trends in foreign trade – Rome – 1995
- Econometric techniques for time series analysis – Bologna – 5 days – 1995
- IAS software for time series analysis – Rome – 1993 and 1994
- Applied statistics for economic analysis – Rome – 1993
- International economics – Rome – 1993

More information and references are available on request.
Rome, Italy – September 2011