

CURRICULUM VITAE



- 1. **Family name:** CASALE
- 2. **First name(s):** ALESSIA PAOLA <https://www.linkedin.com/in/alessia-paola-casale-9643b482/>
- 3. **Date of birth:** 19/09/1969
- 4. **Nationality:** ITALIAN
- 5. **Civil status:** MARRIED
- 6. **Education:**

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
GIZ- AIZ Academy for International Cooperation (Germany) 18-20 June 2018 25-29 June 2018	“Policy Development” Course “Safety and Security“ Training Course
Rochester Institute of Technology (USA) August-October 2017	e-course “Certification in International Project Management”
University of Adelaide (Australia) January-March 2017	e-course “Introduction to Project Management”
WORLD BANK September 2016 July 2016 December 2015	e-course “Gender equality and development” e-course “Competitiveness and CSR” e-course “Economics of climate resilient development”
Università Bocconi (Italy) and University of London (UK) November 2001- June 2002	Post-graduate Course in “On Line Education and Training”
European Studies Institute, University of Turin (Italy) April-June 1995	Post-graduate Diploma in "International Trade Law"
Università Cattolica (Milan - Italy) 1988-1993	Master Degree in Political Sciences - International Studies

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

Language	Reading	Speaking	Writing
ITALIAN	MOTHER TONGUE		
ENGLISH	2	2	2
SPANISH	1	1	1
FRENCH	3	3	3

8. Other skills: (e.g. Computer literacy, etc.)

Personal: flexibility, cross-cutting approach, networking

Relationship: partner/stakeholder trust building, client orientation, negotiation capability, ability to work effectively in different cultures

Organisational: team working, decision-making, problem- solving, capacity to create mutual consensus, ability to work well under pressure

Good knowledge of Microsoft Office programs; First Aid

9. Present position:

Advisor - Private Sector Development - Employment focused SME Development - in GIZ Germany -Deutsche Gesellschaft für Internationale Zusammenarbeit - German Government Agency for International Cooperation- - for “Private Sector Development and Employment Promotion/Economic (Re-)Integration of Young People and Returnees Project” implemented in Baghdad, Erbil and Basra (Iraq).

10. Years within the firm:

23 years of professional experience

11. Key qualifications: (relevant to the project)

- *Internationalisation of SMEs:* export technical advice, organisation of B2B missions abroad/workshops/incoming Educational Tours
- *Private Sector Development:* technical advice to increase competitiveness; design and delivery of technical/business skills training courses (by expert and trainers)
- *Institutional Capacity Development:* strengthening capacities of local stakeholders in their role of establishment and monitoring policies to promote economic sustainable development and to boost job opportunities; twinning MOUs with international stakeholders
- *Public-Private Partnership:* linkage to enhance and facilitate the access to global market financing instrument (i.e. Temporary Manager)
- *Entrepreneurship ecosystem (especially with Academia):* university incubators/Innovation hub kick-up, corporate & start-up cooperation

12. Specific experience in the region (short assignments):

Country	Date from - Date to
IRAN (Tehran) B2B mission	15 th -18 th October 2016
UAE (Dubai) B2B mission	May 2006
BALTIC STATES B2B missions	1996-1997-1998-1999-2000

13. Professional experience:

Dates	Location	Company	Position	Description
May 2018 – 30 September	Baghdad (Iraq) and home based	GIZ Germany	Advisor - Private Sector Development - Employment focused SME Development	<p><i>Major duties and responsibilities:</i></p> <ul style="list-style-type: none"> • design and implementation of the operational plan, approach and strategy for Iraqi business associations focused on developing institutional capacities related to advisory services and technical/vocational training courses (mostly for start-up and young/women) ▪ strengthening the capacities partners' for the implementation of inclusive economic and investment policies • public & private dialogue (especially Academia) to boost job opportunities • firm-level support to increase productivity and strengthen competitiveness
May 2005 -May 2018	Milan (Italy) Short assignments: UAE, Iran (see above)	Association of Small and Medium-Size Enterprises (SME) - A.P.I.- Business Association-	Head of Internationalisation Department	<p><i>Major duties and responsibilities:</i></p> <ul style="list-style-type: none"> ▪ developing, implementing and monitoring high value services for SMEs to access global market ▪ design and delivery of cross-border learning exchanges programmes aimed at entrepreneurial empowerment and capacity building of foreign business organisation ▪ identifying strategic partnership, maintaining and strengthening of network with relevant stakeholders and key actors at local and international level ▪ facilitator for several workshops <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> - 10% annual increase of the budget - launching new services and projects - increasing the advocacy activity of the Association - technical partner in a "slum upgrading" project led by Politecnico of Milan (PolimiparaRocinha-Brasil)

2001-2005	Milan (Italy)		Consultant for SMEs economic development and international trade	<p><i>Major duties and responsibilities:</i></p> <ul style="list-style-type: none"> ▪ expert advice for SMEs economic development and access to global markets <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> - implementation of the projects successfully
1995-2001	Milan (Italy) Short-assignments: Hungary, Poland, Romania, Baltic States (see above)	PROMOS – Special Agency for International Activities of the Milan Chamber of Commerce	Area Manager for Eastern Europe and former CIS countries	<p><i>Major duties and responsibilities:</i></p> <ul style="list-style-type: none"> ▪ development and dissemination of knowledge management activities to strengthen the capacity of Italian SMEs to tackle globalization drives ▪ design and implementation of projects aimed to support Eastern European local Chambers of Commerce to enhance Industrial Cluster based over Italian model <p><i>Key achievements:</i></p> <ul style="list-style-type: none"> - signing of MOU with foreign business associations - training n.2 new colleagues

14. Other relevant information: (e.g. Publications)

Volunteer in WWF Milan: member of Committee Board. Activities: advocacy, coordination with stakeholders, fundraising
Member of CSO Consulting body of San Giuliano Milanese local government

Nations visited for leisure reasons: Iran, India, Sri Lanka, Cambodia, Thailand, Russia, China, South Africa, Iran, Europe, Jordan, Turkey, Maldives