

## PERSONAL INFORMATION

## Antonino Pietrini (Nino Pietrini)

 Barcellona Pozzo di Gotto 98051 via Marconi 147 Sicily, Italy

 +39 0902130696  +39 3495807960

 [pietrini@eprojectconsult.com](mailto:pietrini@eprojectconsult.com)

 [www.eprojectconsult.com](http://www.eprojectconsult.com)

[www.brainuplab.com](http://www.brainuplab.com)

[www.siciliaway.com](http://www.siciliaway.com)

[www.productionsway.com](http://www.productionsway.com)

Sex M | Date of birth 20/06/1982 | Nationality Italian

## WORK EXPERIENCE

“A Rocca” Cultural Association  
March 2009 – today

*Director, Marketing & Projects Manager*

[www.eprojectconsult.com](http://www.eprojectconsult.com) [www.brainuplab.com](http://www.brainuplab.com)

- Consultancy services for private and public bodies for financing opportunities within different EU programs, procedures and knowledge needed for development of project proposals, as well as knowledge and best practices for management of EU projects, or application submitted at Regional, National and International level.
- Contribution to the design of the capacity-building strategy and to the design of tools and actions (e.g. national and international training seminars, etc.) including assessing bids, preparatory meetings with selected service providers and International partners
- Management of the whole life cycle of the project: monitoring activities, analysis and evaluation, preparation of invoices, submission of reports, preparation of certificates; communication with local stakeholders and international partners.
- Back office: daily contact with local and international partners (e-mail, skype meeting, sharing documents);
- Participates in network meetings
- Organizing and delivering training in Italy and Europe
- Coordination of European activities in the frame of Erasmus+ and European for Citizenships Programs, Training Courses, Partnership Building Activities, Conferences, etc.

## EU Projects Management

“A Rocca” Company  
SiciliaWay

*Director, Marketing & Projects Manager*

[www.siciliaway.com](http://www.siciliaway.com) [www.productionsway.com](http://www.productionsway.com)

November 2010 – today

- Creation and sale of cultural tourism packages for the Japanese market
- Responsible for coordination of television troupe on Italian territory
- Coordination and art direction activities for the realization of commercials for different Japanese brands

**Latest work (tv coordination)**

- Programma di Kansai " Jean" coordination in Sicily
- MBS "Chichinpui Pui" coordination in Sicily
- BS-TBS "round-the-world coordination in Sicily
- TV Asahi "Morning Bird! coordination in Sicily
- TBS "UNESCO" Etna (Catania, Taormina)
- TBS "UNESCO" Sicilia (Siracusa, Modica, Taormina)
- NHK BS premium "il momento più bello del mondo", coordination in Sicily
- NHK BS premium "il momento più bello del mondo", Coordination in Tuscany and Umbria
- BS TBS "Terra vista superba diario di viaggio"
- MBS "Chichinpui Pui" Coordination, Rome, Vatican City ,
- BS 12 canali "TwellV" Easy! World Travel - luxury cruise of the Mediterranean line. Coordination in Sicily in the town of Cefalu

**Latest work(Productions TV commercials)**

- Producing television commercials for the Japanese company Kiefer neu  
<https://www.youtube.com/watch?v=iXqfZVtzqo4>
- Producing two television commercials for the Japanese company in Belgium and UK

logistics, communications, tourism

ParcoMuseo Jalari  
March 2009 – today**Marketing & Projects Manager**[www.parcotalari.com](http://www.parcotalari.com) [www.marianopietrini.com](http://www.marianopietrini.com)

- Organizational directives, public relations, media, tour operators  
Artistic direction of events: "Espressivamente", "Jalari in Corto", "A Focus on Jalari", "Feast of the Harvest" and "Christmas Traditions"

Art , Culture and Tourism

ECO UNESCO  
November 2007 January 2008**internships**ECO UNESCO 26 Clare Street Dublin 2 Ireland  
ph. (01) 662 5491  
fax (01) 662 5493

- Receptionist employee workshops in schools
- Manage reception desk, animation help (for recycling awareness campaigns in schools in Ireland)

Istituto comprensivo di  
Torregrotta  
May June and September 2007**local tourism expert**Istituto comprensivo di Torregrotta  
PON School Project

## EDUCATION AND TRAINING

Fondazione Fitzcarraldo  
2009-2010

**CRPC**

Development and management of cultural projects  
Torin, Berlin, Lecce

Università degli Studi di Messina  
2004-2009

**Master's Degree in Economics of Tourism  
110 cum laude / 110**

- Understand of the business disciplines, economic, legal and mathematical statistics with specific detail about the topics related to the field of tourism and the environment. technical and professional skills specific of the tourism industry, with particular reference to the analysis and management of the complex relationship between tourism, cultural and environmental resources, presenting itself in an innovative way compared to the current needs of a sustainable tourism;
- Extensive knowledge of the problems of business management, from the perspective of general management, with particular attention to the development of decision-making and change management in the sector;
- Ability to understand economic phenomena, social, legal, and technological factors affecting the management of companies in the sector operating at national and international level;
- Skills required to manage critical business functions, and coordinating and organizing operational units;
- Skills and personal attitudes of analysis, listening, initiative and the ability to work in groups.

Messina, Sicily , Italy

English Culture Center Malta  
February 2009

**English course level B2**

Malta

ECE Bandon Co. Cork Ireland  
00353 023 42082  
October 2007

**Leonardo Mobility Programme  
English course level B2**

Bandon / Dublin Ireland

Universidad de ciencias  
economicas y empresariales de  
Granada ES  
2004 2005

**Erasmus Mobility Programme  
Spanish course level B2**

Economy – Tourism - Languages

Granada Spain

Università degli Studi di Messina  
2001 2004

**Bachelor degree in Economics of Tourism**

Economy – Tourism - Languages

Messina, Sicily , Italy

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	B2
Spanish	C1	C1	C1	C1	B2
French	B1	A2	A2	A2	A2
Japanese	A1		A1	A1	

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user

[Common European Framework of Reference for Languages](#)

Communication skills

- Good communication skills acquired while working as a Project Manager and interacting with foreign partners
- Capacity to work in an international environment
- Excellent ability to speak to the public acquired in the projects coordinated in Italy and abroad.
- English simultaneous translation capabilities to Italian and vice versa and Spanish to Italian and vice versa
- Excellent organisation and interpersonal skills

Organisational / managerial skills

- Organizational capabilities and logistics management in the development of projects and group activities.
- Coordinator of television coverage both in Italy and abroad on behalf of TV networks and Japanese brands.
- Sense of initiative; ability to anticipate, propose and implement solutions
- Able to lead a multicultural team and to work under pressure
- Coordinator of educational and cultural projects both in Italy and abroad through the Erasmus + and Europe for Citizens programs.(currently responsible for a team of 10 people

Job-related skills

- Ability and problems solving.
- Able to better plan the steps to follow to achieve the best results
- Competence on providing assistance and support to project applicants with an emphasis on financial aspects and project planning
- Competence on monitoring the assessment of applications
- Strong organisational skills,
- Ability to meet tight deadlines
- Good knowledge of EU funding schemes and eligibility rules.

Digital competence

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving

Proficient user	Proficient user	Proficient user	Independent user	Proficient user
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Levels: Basic user - Independent user - Proficient user  
[Digital competences](#) - [Self-assessment grid](#)

- good command of office suite (word processor, spread sheet, presentation software)
- good command of photo editing software gained as an amateur photographer

- Other skills**
- Real passion for painting design. experience in the manufacture of items and handmade jewelry
  - Open-mindedness; autonomy and good team working abilities
  - Enthusiastic and comfortable with the use of social media
  - Problem-solving attitude, flexibility
  - Willing to travel
  - Used to work with people from different cultures and backgrounds.

Interests:

- Travelling, reading, camping, visiting exhibition, meeting friends, interest for international political questions.

Driving licence B

#### ADDITIONAL INFORMATION

Publications Presentations,  
 Projects, Conferences, Seminars,  
 Honours and awards,  
 Memberships, References,  
 Citations, Courses Certifications

#### List of proposed projects and activities of the past two years

##### Projects of 2016

##### Mobility projects funded by Erasmus + and Structural Funds

- Multicultural Teaching «OsaamistaEuroopasta», Finland 2016-1-PL01-KA101-024425
- «Gdyniewspieras, światotwieras», Poland 2016-1-DE03-KA101-022620
- «Competence enhancement in the area of foreign language teaching and optimized implementation of ICT in class», Germany
- "Szépészet a divatés a szépségfővárosában, Milánóban", Hungary 2016-1-HU01-KA102-022646
- "Competitive Actions in Agrotourism ", Greece 2015-1-EL01-KA102-013611
- "AVE Erasmus 2 - ArbeitenimVereinten Europa mit Erasmus+", Germany 2016-1-DE02-KA 102-002807
- "Professional practice in EU countries – Odbornáprax v krajinách EU", Slovakia 2016-1-SK01-KA102-022441
- 2016 2015-1-MT01-KA103-00367, Malta
- "A műszakiinformatikagyakorlati alkalmazásai", Hungary 2016-1-HU01-KA102022496
- "The development of vocational knowledge, skills and competences during practical mobilities of the students of Secondary Vocational School in Šaľa", Slovakia 2016-1-SK01-KA116-022332
- "From Grape to Wine and Market", Greece 2015-1-EL01-KA102-013466
- „Sicily-the rich source of inspiration”, Slovakia 2016-1-SK-KA102-022257
- "Prakse - Tavsceļš uz profesiju!", Latvia 2015-1-LV01-KA102-013297
- Training course in Fine Art, Germany
- „Praktykidlaprzyszłości”, Poland 2015-1-PL01-KA102-015914
- "Project management for cross-cultural exchange projects in Europe", Greece 2014-1-EL01-KA101-000883
- "Erasmus multicultural studies", Ireland
- Erasmus+ mobility project "VICTORIA+", Latvia 2015-1-LV01-KA102-013275
- "Praktykidlaprzyszłości", Poland 2015-1-PL01-KA102-015914

- "Wstronęnowoczesnegokształcenia", Poland 2015-PL01-KA102-015720
- 'Motivate my learner! Training Course "Motivate me!", Ireland
- „Efektownenarzędziadaefektywnegokształcenia zawodowego”, Poland 2016-1-PL01-KA101-023843
- “Hacia un Futuro Europeo para la Formación”, Spain2015-1-ES01-KA102-014638
- "Praktykazawodowa w Portugalii, Hiszpanii i WłoszechszansąlepszegostartuzawodowegodlauczniówZespołuSzkół nr 2 w Sanoku", Poland 2014-1-PL01-KA102-001538
- “MÓVILIDADES PARA PRÁCTICAS PROFESIONALES EN EUROPA”, Spain 2015-1-ES01-KA102-014512
- “SKILLS PER TUTTI”, Spain 2015-1-ES01-KA102-014176
- “Proyecto CÁDIZ JóvenesEuropeos”, Spain 2015-1-ES01-KA102-014960
- „Motivate my Learner!“ Training Course "Motivate me!", Romania 2015-1-RO01-KA101-014806
- „Motivate my learner!“ Training Course "Motivate me!", Ireland
- „Naukanieznagranic - wsparciezawodoweuczniówszkółzawodowych z obszarówwiejskich i miejsko-wiejskichwojewództwachodniopomorskiego i lubuskiego”, Poland 2015-1-PL01-KA102-015344
- “JugendEU + BadGleichenberg”, Austria 2015-1-AT102-004830
- "Bliżejrynkuprac", Poland 2015-1-PL01-KA102-014904
- „Our School Meets Europe!“ Training Course "Overview of Education", Greece
- 2014-1-EL01-KA101-000187
- „Overview of Education!", Spain 2015-1-ES01-KA101-014712
- “Εκπαίδεσζη για ηην προώθηζηηης Επιχειρηματικήηηης – Σονεργαηικήηηης”, Greece
- 2015-1-EL01-KA102-013798
- "Wstronęnowoczesnegokształcenia", Poland 2015-PL01-KA102-015720
- “Mobile Applications with App Inventor for Android Devices”, Greece2015-1-EL01-KA102-013814
- “WosCos+”, Finland 2014-1-FI01-KA102-000476
- “ZSOiZ w Czyżewieku zjednoczonejEuropie”, Poland 2015-1-PL01-KA102-015738
- “International Mobility for Professional Improvement and Development of Entrepreneurship” Lithuania 2015-1-LT01-KA102-013139
- “Evropské OdbornéStáže”, Czech Republic 2015-1-CZ01-KA102-013376
- “ZSOiZ w Czyżewieku zjednoczonejEuropie”, Poland 2015-1-PL01-KA102-015738

## Projects of 2015

### Mobility projects funded by Erasmus + and Structural Funds

- “Hacia un Futuro Europeo para la Formación”, Spain 2015-1-ES01-KA102-014638
- ‘The treasure of human resources’, Lithuania 2015-1-LT01-KA104-013114
- ‘SKILLS PER TUTTI’, Spain 2015-1-ES01-KA102-014176
- ‘Formaciónsen EmpresasInternacionais para a Xuventude (FENIX)’, Spain 2015/B/002
- “Zvyšovanieprofesijnejuplatniteľnostištudentov SOŠ Šalaprostredníctvomrozvíjaniaodbornýchvedomostí a zručnostív edukačnom a pracovnomprostredípartnerskýchorganizácií”, Slovakia 2014-1-SK01-KA102-000133
- “Η ΕπιχειρηματικήΓεωργία ωςκίνητρογια αυτοαπασχόληση των αποφοίτων ΕπαγγελματικώνΛυκείων”, Greece 2014-1-EL01-KA102-000153
- “AVE Erasmus – ArbeitenimVereintenEuropa mit Erasmus+”, Germany 2014-1-DE02-KA102-000154
- “Training course for adult education staff in the public education sector”, Poland, Lithuania and Portugal
- “NajlepsiiInformatycy w Europie” 2014-1-PL01-KA102-001713, Poland
- “Praktykizawodowe w krajachUniiEuropejskiej”, Poland 2014-1-PL01-KA102-001185 POWER
- “Training for Tutor Trainers, Motivation, Leadership, Interculturalism”, Ireland
- “Poznawaniestandardówpracy w branżysługowejw różnychsferachżycia w regionachśródziemnomorskich”, Poland 2014-1-PL01-KA102-001457
- “Mission Possible: New Work and Country”, Portugal 2014-1-PT01-KA102-000286
- “Vocational practice in Italy new quality of young workers in Lodz Province”, Poland
- ‘STAFF TRAINING MOBILITY UNDER ERASMUS+ PROGRAMME’ Catering Training Course, Lithuania
- ERASMUS + “Proyecto de movilidad”, Spain 2014-1-ES01-KA103-002162
- “Crecemos con la Formación en Europa 3”, Spain2014-1-ES01-KA102-002382
- ‘PRAXIDE - Prácticas de Diputación de A Coruña en empresaseuropeas’, Spain 2013-1-ES1-LEO02-66427
- “New Experiences - Higher Qualifications”, Poland 014-1-PL01-KA102-00-1867
- “Training course in Fine Arts”, Franc
- “Ciao Europa”, Spain 2014-1-ES01-KA102-002756

- "Europa Next Station: Vocational Training Network", Spain 2014-1-ES01-KA102-002180
- "Vocational practice in Italy new quality of young workers in Lodz Province", Poland 2014-1-PL01-KA102-001449
- Teaching practice for learners of vocational programme. "Medical nurse's assistant", Latvia
- "Ciao Europa", Spain 2014-1-ES01-KA102-002756
- "To Europe for education", Slovakia 2014-1-SK01-KA102-000208
- "School Quality Assurance", Greece 2014-1-EL01-KA102-000158
- "Vocational practice in Italy and new horizons for young workers", Greece 2014-1-EL01-KA102-000514
- "Cīravas Profesionālās vidusskolas jauniešu starptautiskapraksemūsdienīgai profesionālai attīstībai" Latvia 2014-1-LV01-KA102-000127
- "New skills acquisition for VET students", Greece 2014-1-EL01-KA102-000320
- "Vocational practice in Italy new quality of young workers in Lodz Province", Poland 2014-1-PL01-KA102-001449
- "Χτίζοντας το σχολείου αύριο", Greece 2014-1-EL01-KA101-000397
- "Vocational practice in Italy new quality of young workers in Lodz Province", Poland 2014-1-PL01-KA102-001449

### Latest work(tv coordination)

- Programma di Kansai " Jean" coordination in Sicily
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- BS 12 canali "TweIIv" Easy! World Travel - luxury cruise of the Mediterranean line. Coordination in Sicily in the town of Cefalu

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<https://www.youtube.com/watch?v=iXqfZVtzqo4>
- Producing two television commercials for the Japanese company in Belgium and UK  
<https://www.youtube.com/watch?v=k-11XT5AYYY>  
<https://www.youtube.com/watch?v=EUyrRfhiIvw>

## ANNEXES

Replace with list of documents annexed to your CV. Examples:

- copies of degrees and qualifications;
- testimonial of employment or work placement;
- publications or research.

### Video gallery of recent projects

<https://www.youtube.com/watch?v=cHBeydPnBh0&t=45s>  
<https://www.youtube.com/watch?v=MZYnWZ5Q13s&t=4s>  
idea C <https://www.youtube.com/watch?v=uHv9b1SHCGc>

<https://www.youtube.com/watch?v=e7J0Mwur-s4>  
contact seminar