

PERSONAL INFORMATION

Leonardo Manzari



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Sex .....| Date of birth,,,,| Nationality ..OMISSIS...

ROLE ON THE PROJECT

Senior Expert Blue Economy

POLICY AREA(S) EXPERTISE

30 years experience (1994-2024), in Blue Economy & Blue Growth, Supply Chain and Industrial Clusters Dynamics, Circular Economy, Technical Assistance and Capacity Building, Industrial Co-operation, Internationalization for SMEs, Business Modelling&Planning, International Relations and Geopolitical Dialogue, Budgeting Controlling and Reporting, Promotion of the Territory (urban and rural areas, metropolitan cities), FDI Attraction Policy, Entrepreneurship and Assistance to Start-Ups, Sectoral Policies, SME Development Policies, to write, prepare, implement and manage projects and activities in Farm Mechanization, Geopolitics and Sustainable Development, Business Development, Export Management, Business Training, Evaluation, Demographic Increase and Impact on the Ecosystem, Immigration&Integration/Inclusive Policies, Disability& Integration/Inclusive Policies, Secondary School-Work Integration, Tourism and Cultural Heritage.

PROFESSIONAL EXPERIENCE

Number of years of work experience: 30 years

2 – 6	7-10	10-14	15+	<b>X</b>
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WORK EXPERIENCE

DATE	TITLE	ORGANISATION
Feb 2018 – Today	Founding partner and board member	<b>Italian Blue Growth srl</b>
Jan 2013- Today	Founding partner and President	<b>European Institute for EurAsian Dialogue (E.I.E.A.D.)</b>
May 2009 - Today	Managing Director and majority associate	<b>New Ideas di Manzari L &amp; c sas</b>
Nov 2007 - Apr 2009	Operative Director	<b>Intini Multiservizi Tecnologici SpA</b>
Jan 2006 - Oct 2007	Sales Director for the Upholstery Dept	<b>Eco Leather SpA – Italian Leather Group</b>
June 2002 - Dec 2005	CEO and Member of the Board of Directors of 5 controlled companies	<b>Pfister Waagen Bilanciai GmbH</b>
Sept 1998 - May 2002	Export Manager	<b>Società Cooperativa Bilanciai S.c.a r.l.</b>
July 1994 - July 1998	Contract Manager for International Projects, Technical Assistance and Capacity Building, Market Research, Budgeting Controlling and Reporting	<b>CESMA (Service Center for Manufacturing Companies in the sector of Farm Machinery)</b>

PROFILE Leonardo Manzari

PROJECT EXPERIENCE

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- September 2023- January 2024 COSME Project MEDBAN - Open Call for Internationalisation in Blue Economy - International Matchmaking, Training, Consulting services for SMEs and Startups
- September 2023- January 2024 AICS Italian Agency for Development Cooperation - Identification et formulation du nouveau Programme dans le domaine de l'économie bleue (Bleue Tunisie) dans le cadre du Mémorandum d'Entente pour la Coopération tuniso-italienne 2021-2023
- January 2019-January 2023-current Assistance Mechanism for the western Mediterranean Sea basin - Algeria, France, Italy, Libya, Malta, Mauritania, Morocco, Portugal, Spain, Tunisia – EC Directorate MARE (DG MARE) and, CINEA.  
Technical Assistance to the WestMED National Coordinators for Libya
- Apr – Dec 2022 Sectoral study on the Blue Economy in the Maghreb and Related Technological and Market Gaps for Cluster Tecnologico Nazionale Blue Italian Growth (BIG)  
Team leader
- Apr 2022 – current EuropeAid -Nicosia Initiative – OGS – REBUILD Project, Pilot Action Fishery  
Project Manager
- Mar 2021 – current BlueInvest - Investment Readiness Technical Assistance Packages – European Union – 2021-2023  
BlueInvest Coach
- 2021-2023 FAROS Blue Economy Accelerator  
Mentor for supporting the selected start-ups and SMEs
- Oct 2020 - Dec 2021 WWF Mediterranean Marine Initiative actions plan to improve protection and environmental conservation of the Mediterranean area  
Blue Economy Key Expert
- Mar – Dec 2020 Circular Economy for Food Project – Union for the Mediterranean - Mediterranean Region  
Blue Economy Key Expert
- Jan 2020–Mar 2021 Blue Economy development framework – Lot 1 and Lot 2 – EC Directorate MARE (DG MARE) - Far East, Western Africa, Scandinavia  
Blue Economy Expert
- January 2019-current Assistance Mechanism for the western Mediterranean Sea basin - Algeria, France, Italy, Libya, Malta, Mauritania, Morocco, Portugal, Spain, Tunisia – EC Directorate MARE (DG MARE) and, CINEA.  
Technical Assistance to the WestMED National Coordinators for Libya

OTHER PROJECTS

- 1995-1997 EU Structural Funds - Obiettivo 2 for Emilia Romagna and Lombardy regional governments  
**Project Coordinator**
- 1996 PHARE INSTITUTION BUILDING PROGRAMME - *Re-orientation of the activity and training at Albanian Institute for Mechanical Engineering (ISPM).*  
**Project Coordinator and Economic Analyst**
- 1995 EC – International Investment Partners (ECIIP) - *Market analysis and partners' search for Italian manufacturers of Farm Machinery in South Africa*  
**Economist**
- 1994-1995 PHARE JOINT VENTURE PHARE PROGRAMME (JOPP) - *Industrial co-operation in Hungary, Czech Rep., Slovak Rep.*  
**Assistant to the Project Coordinator**

EDUCATION AND TRAINING

Institution (Date from - Date to)	Degree(s) or Diploma(s) obtained:
ISPI Milano (2009)	Election Observation
Berlitz School Munchen (1995)	German language intensive course
Alliance Francaise Bari (1995)	Diploma D.E.L.F. (Diplome d'étude de la langue francaise).
IFOA Reggio Emilia (Nov 1993-June 1994)	Euroform Program – Post Graduate Resident Area Managers with 1100 hours (460 hours theoretic lessons, 640 hours stage)
University of Bari , Faculty of Economics and Trade (Nov 1986 – Apr 1993)	Full University Degree in Economics and Trade, 110/110 with lode
State Secondary School for Commerce "Domenico Romanazzi" – Bari (Sept 1981 - July 1986)	Diploma as Accountant and Computer Programmer.

PERSONAL SKILLS

Mother tongue(s) Italian

Other languages

Language	Understanding		Speaking		Writing
	Listening	Reading	Interaction	Production	
English	very good	very good	very good	very good	very good
German	very good	very good	very good	very good	good
Berlitz School German language intensive course					
French	very good	very good	very good	very good	very good
D.E.L.F. (Diplome d'étude de la langue francaise)					

**Communication skills** Leonardo holds a post-graduate specialization in Export Management and a University degree in Economics & Trade.  
 Excellent oral and written communication skills, having mostly worked in a multi-cultural environment, authored articles and studies, been invited as a speaker at national and international conferences, holding training modules as a testimonial, tutor, expert in different high level specialization courses and masters.  
 The daily use of Italian (mother language), English, French and German language, just like the coordination of content for website and social media content of EIEAD and New Ideas consulting firm, enlarge the spectrum and target of communication activities.

**Organisational / managerial skills** Strong organisational and managerial skills acquired through a long experience as Export Manager and CEO of industrial companies, then Managing Director of own consulting company and of the think tank EIEAD. All these activities require capacity to involve, organize and implement initiatives, projects, events, work-plans, with relevant follow-ups.

**Computer skills**

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
PROFICIENT USER	INDEPENDENT USER	PROFICIENT USER	INDEPENDENT USER	INDEPENDENT USER

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

Office automation: word processor, electronic sheet, data-base, MS Powerpoint, Project, MS Access;  
 -Web: website, LinkedIN, Twitter, Facebook corporate accounts;  
 -ERP and Business management systems: NAVISION, AS400.