

CURRICULUM VITAE (FOR INDIVIDUAL ASSIGNMENTS)



1. **Family name:** Lenoci
2. **First names:** Michele
3. **Date of birth:** 24/05/1966
4. **Nationality:** Italian - Venezuelan
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9. **Education:**

Institution [Date from - Date to]	Degree(s) or Diploma(s) obtained:
Bari University (1984 – 1991)	Degree in Law
Fita/Confindustria – Matera (1996)	Course “Manager Directed to the Quality - Norms UNI EN ISO 9000”
School of Business Administration of Bocconi University (Milan - Italy) - 1998	Course “Compete in the Emergent Markets: Latin America”
IFOA (Institute of Training Business Operators) of Reggio Emilia (Foggia - Italy) – 1999	Course “Operative Marketing and marketing plan: the competitive management of the SMES”.
IFOA (Institute of Training Business Operators) of Reggio Emilia (Bari - Italy) – 1999	Course “Techniques of the International trade”.
Italian Trainig Association /ASFOR/ Catholic University (Italy) - 2000	Seminar: “The sense of the to learn – Motivations, responsibility, spaces of growth in the organizations.” Share to the wokshops “Net Organization, virtual, global and delocal” and “Technologies, multimedia and digital in the training”.
Sviluppo Italia, IBM, Microsoft, Banca di Roma – 2001	Skill Pass program to make professional figures for the new economy: “Course for Webmaster”
EUREKA Strategies of Enterprise and Market (Bari – Italy) - 2002	Total Quality: Vision 2000 and Corporate structure
Italian Trainig Association September 2003	Seminary: "The PNL like model of excellence in the several professions".
European Commission – AL-Invest Program – Rome September 2005	Course "Qualification of operators" of "Al-Invest" network to make projects".
Formez – Rome November 2006	Course “The Programming of Structural Funds 2007 - 2013 for the Local Development operators”.
IFOA – EIC – Interreg Program Lecce (Italy) December 2008	Course “Best practices to make European cooperation projects”.

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

Language	Reading	Speaking	Writing
Italian	1	1	1
Spanish	1 (mothertongue)	1 (mothertongue)	1 (mothertongue)
English	2	2	2

11. **Membership of professional bodies:**

- Vice-president of the Apulia's Region delegation of Italian Training Association (A.I.F.) at 2003 - 2008, councilman of the Apulia Region council of A.I.F. since 1999.
- Italian Bar (Lawyers) Association since 1996.

12. **Other skills:** Full Computer Literacy - Webmaster

13. **Present position:** Senior Consultant and Trainer. Business Lawyer

14. **Years within the firm:** 12

15. **Key qualifications:** (Relevant to the assignment)

Trainer and Consultant specialized in the following areas:

- International trade. International development of SME's. (Marketing, commercial partners research, export office, fairs);
- Territorial Marketing policies for Local Development. Clusters.
- Business Planing, new business creation and entrepreneurship. Start Up enterprises.
- Organization behaviour and Management Human Resources.
- Information Technology: Internet (HTML, Web Marketing). E-commerce B2B.
- Training of Trainers, and transferring technical and pedagogical methodologies for teaching adult learners, and modern current trends in Management Education (E-learning);

16. **Specific experience in the region:**

Country	Date from - Date to
Venezuela	1983
Italy	1983 – 2010
Brazil	1982
Spain	1998 and 2005
Mexico	2002 and 2016
Germany	2002
Andinian countries (Colombia, Ecuador, Perù, Bolivia)	2005, 2007, 2008, 2009, 2010, 2012
Argentina	2009
Bosnia	2011
Turkey	2013

17. Professional experience

Date from Date to	Location	Company	Position	Description
October 2016	Mexico	Universidad Autonoma del Estado de Hidalgo	Trainer	Participation as a lecturer and speaker at the II International Congress of Research on SMEs. Lectio Magistralis about micro-enterprises's internationalization.
2005 - Ongoing	Italy	Italian Trade Agency	Senior Trainer/consultant	Teaching and assistance activity to Italian SMEs for help them to export, doing an export marketing plan, selection of international markets and business partners search. Sectors: food, mechanical, textile, Hi-Tech. Audited over 25 firms.
Dec. 2015 – May 2016	Reggio Emilia and Mantova (Italy)	PROMOS Agency of the Milan Chamber of Commerce	Senior Trainer	Series of seminars about e-commerce, technological and regulatory problems in the cities of Reggio Emilia and Mantova (Italy)
March 2013	Sivas (Turkey)	Formaper - Agency of the Milan Chamber of Commerce	Senior Trainer	ETCF II project "Promoting competitiveness of Sivas entrepreneurial community through innovative sustainable development". Trainer in "Advanced Marketing for SME's"
Sept. 2012	Milan (Italy)	NIBI (Nuovo Istituto di Business Internazionale) and PROMOS Agency of the Milan Chamber of Commerce	Senior Trainer	East Invest – Trade Fair Study visit to SMAU fair at Milan by ICT firms from Armenia, Belarus, Azerbaijan, Moldova. Market research and training about Strategies and tools for internationalization, Elements to face the complexities of the global market and Italian ICT market.
Sept. – Dec. 2012	Bogotá (Colombia) and Italy	Commercioestero Network	Senior Trainer	In Italy training for officials of the Municipality of Bogotá on local development, territorial marketing, enterprise creation and cluster's development. Assistance in Colombia to develop projects in these sectors.
May 2011	Bosnia	InnovaPuglia – Development agency of the Apulian Region	Senior Trainer	Cooperation Program "APQ Balcans" between the Apulia Region (Italy) and the Balcans countries. Training activities on the cities of Prijedor and Sanski Monst (Bosnia) for the local development agencies about local development, internationalization of SME, export consortia.
Nov. 2003 Dec. 2010	Bertinoro (Italy) Andinian countries	Bologna University Italian Ministry of Foreign Affairs	Senior Trainer	Course: "Constitution and management of SMEs in the fruit and wine fields" for civil employees publics and technicians of Colombia, Ecuador, Peru and Bolivia. <ul style="list-style-type: none"> Edition 2007 – 2008 – 2009 - 2010: Module: "Enterprise creation. Regional development" Edition 2006: Module: "International Financings". Edition 2003: Module: "The cooperation forms of business in Italy".
Dec. 2008 March 2009	Corato (Italy) Mendoza (Argentina)	ENAP Corato – Italian Labour Ministry	Senior Expert	A.S.LO Project (Agroalimentare e sviluppo locale) for local development for food industries. Team Coordinator. Meeting B2B and training between Italian and argentinian firms to develop the food industries of the Mendoza Province.
Sept. 2005 Dec. 2010	All Italian regions	Italian Institute for the Foreign Trade I.C.E. (Rome, Italy)	Senior Expert	<ul style="list-style-type: none"> Trainer in course for Italian/Canadian managers about the internationalization enterprises in the city of Campobasso. Assistance/training for companies of Trapani (Italy) for mission trade in Brazil and Venezuela. Assistance of micro-enterprises to make a business check-up and a audit to help them in the international markets.
October 2008	Parma (Italy)	UNIDO Rome (United Nations Industrial Development Organization)	Senior Expert	Identification of companies and distributors interested in finished and semi-finished products for Senegalese companies. Research of general problems of market access for Senegal food products in the Italian market. Presentation of the market study at Parma in a workshop with the Senegalese enterprises.
1999 Ongoing	Forli (Italy)	Studio Tupponi – Commercioestero Network	Partner	Since 1999 I collaborate with the "Studio Tupponi & Partners" in Forli, Law firm specialized in foreign commerce, instituting in 2001 the "Commercioestero Network" as expert in the relationships with the countries of Spanish language (Spain / Latin America), international projects and the training sector. Obtaining the accreditation to net COOPECO (Economic Cooperation) for the European Union, to participate to AL-Invest plans of cooperation with Latin America.

1996 2010	Trani (Italy) Bucarest (Romania)	Studio Vacca	Consultant	Public Sector and Small – Medium Enterprise Consulting and Training. Technical assistance and training in European Union Structural Funds and assistance in the Romanian market.
March 2005 July 2008	Vicenza (Italy)	Centro Universitario di Organizzazione Aziendale CUOA	Senior Trainer	<ul style="list-style-type: none"> • Management of SMEs and International Competitiveness. Training Program for entrepreneurs of Malesia, Thailand, Vietnam (I° group) and Brasil, Chile, Argentina (II° group). Argument "The Made in Italy: characteristic and development. Industrial clusters". • Summer Program Abroad - ITESM and ITESO, Mexico. Training Program for students of the university center "TEC" of Monterrey (Mexico). Argument "The Made in Italy: characteristic and development. Industrial clusters". Edition 2007 and 2008. • Course "The enterprise and the Global Business" – Trainer in the Module "The Globalization". March 2005.
Dec. 2005 Feb. 2006	Milan (Italy)	Chamber of Commerce of Milan	Senior Trainer	<ul style="list-style-type: none"> • Course "Manage the Business to the foreign country" - Module "Strategy and International Marketing" - February 2006. • "SPRING" Project for entrepreneurial training. Module "International Marketing" - December 2005.
October 2005	Parma (Italy)	ABCnet (Roma)	Senior Expert	Marketing research "The food distribution in Europe" for Latin American companies to fair "CIBUS Tec" of Parma (Italy).
July 2005	Medellin (Colombia)	European Union – AI-Invest Project	Senior Expert	Training for entrepreneurs of SME'S food sector (CAPYME). "Introduction at EU market"
Sept. - October 2004	Napples Campobasso (Italy)	Soges Group (Torino) – UTI Formazione	Senior Trainer	Plan "Actions of internationalization of the economy and the culture of the Regions. Ob. 1 for managing civil employees and of the Public Administration" – Trainer in the modules: <ul style="list-style-type: none"> • "The role of the regions in the international relations" – Naples. • "The reading of the resources and the potentialities of the territory for the development on the international plan" – Campobasso.
Jan. 2004 March 2006	Dusseldorf (Germany)	Commercioestero Consulting (Italia)	Senior Expert	Olioteca project to promote the olive oil in the German market – Project Manager for the participation of 3 companies (Edition 2004) and 4 companies (Edition 2006). This project has obtained the special mention in the prize "Best Practices for the internationalization" organized by FITA/Confindustria (Italy) at 2005.
Sept. 2002	Hannover (Germany)	Palermo Province	Senior Expert	Workshop in Hannover (Germany) with 12 companies of engineering sector of the Sicily Region (Italy).
October 2002	Timisoara (Rumania)	FITA/Confindustria	Senior Expert	Workshop between Italian and Rumanian consulting companies.
May 2002	Guadalajara (Mexico)	Commercioestero Consulting s.r.l.	Senior Expert	Participation at the Italian / Latin American meeting at Guadalajara (Mexico). Speaker at the convention: "Net of the cities towards for the grown" at the Guadalajara University.
2000	Napples (Italy)	Sviluppo Italia S.p.A. – City of Napoli	Senior Expert	Training/consulting on the field / distance formation (e-learning) for the followings projects: <ul style="list-style-type: none"> • Project "Telework and local Development", creation of New Technologies enterprises. • Project "Rockimpresa '99", creation of new enterprises in the musical sector with the use of the modern technologies.
1999 2000	Italy	FORMEZ Italian State Public Sector Training Organisation	Expert and Trainer	Project "Euro Pass 2" – Trainer and Expert in supporting public bodies of 8 Territorial Pacts (Objective 1 – Southern Regions). Sectors: EU Structural Funds; ESF project submission; Set up and support to "Euro Desk"; Set up and support to "Single Desk" for SMEs.

18. Other relevant information (e.g., Publications)

- Collaboration in the book "Engineering of export - the Instruments and techniques in order to work in the foreign market" of N. Minervini. IPSOA. Publisher. Italy. Year 2004. CAP. 6.10: "How to sell via Internet", and Ed. 2015 in Spanish for South American countries
- Book review of the web site on the encyclopedia "Internet Not Problem" from McGraw-Hill and newspaper "La Repubblica", Italy. Issue 41. Pag. 741.
- Drafter of newspaper "AE - Activity with the foreign country". Quarterly publication made from Commercioestero Network of Forli (Italy).