



Curriculum Vitae

SUMMARY

Professional specialized in foreign trade and internationalisation of enterprises with a strong background in Economics and Law.

About me

NOME/COGNOME	Salvatore Romano
ADDRESS	Via Pantano 21, 00012, Guidonia (RM)
TEL	+39 3802633061
E-MAIL	salvatoreromano0001@gmail.com
CITIZENSHIP	Italian
BIRTH DATE	18/10/1990
GENDER	Male

Employment background

COMPANY/ADDRESS	SBS systems for business solutions - Ufficio Roma: Via Appia Nuova 666, Roma
DATE	March 2020-September 2020 (Rome)
TYPE OF ACTIVITY	International Project Management and International Marketing
POSITION	Project Assistant
TASKS	<p>-Performed in carrying out internationalisation projects on behalf of the Federal Ministry for Economic Affairs and Energy of Germany (BMWi) and the Federal Ministry of Food and Agriculture of Germany (BMEL)</p> <p>- Performed in offering consulting services to members of Italian business associations (eg Confindutria Bergamo, Promos) or other clients for the acquisition of adequate commercial contacts on the German market (Clients: celano GmbH, Automator International Srl, CIE S.p.A.):</p> <p>Assisting in the overall implementation of projects</p> <p>Assisting in monitoring the progress of projects</p> <p>Assisting with the formatting, publishing or sharing of reports and documents</p>



Curriculum Vitae

Updating and reporting on the schedule progress
Managing a subset of the projects, such as particular phases or deliverable

Project management duties that are routine, standardized, or low risk

SBS systems for business solutions

Ufficio Roma: Via Appia Nuova 666, Roma

Büro Berlin: Budapester Str. 31, Berlin

March 2020 - Present

International Project Management and International Marketing

International Marketing Associate

Carrying out **internationalization projects** on behalf of the Federal Ministry for Economic Affairs and Energy of Germany (BMWi) and the Federal Ministry of Food and Agriculture of Germany (BMEL).

Providing **consulting services** to members of Italian business associations (eg Confindutria Bergamo, Promos) or other clients for the acquisition of commercial contacts on the German market.

COMPANY/ADDRESS

SBS systems for business solutions

Ufficio Roma: Via Appia Nuova 666, Roma

Büro Berlin: Budapester Str. 31, Berlin

DATE

September 2019 - December 2019 (Rome)

January 2020 - March 2020 (Berlin)

TYPE OF ACTIVITY

International Project Management and International Marketing

POSITION

Trainee

TASKS

Carrying out **internationalisation projects** on behalf of the Federal Ministry for Economic Affairs and Energy of Germany (BMWi) and the Federal Ministry of Food and Agriculture of Germany (BMEL):

- Cold and warm acquisitions (in German and sometimes in English or Spanish) and compilation and implementation of a database of German



companies for an export promotion project to Colombia ("*Geschäftsanbahnung Kolumbien*" 2020) organized (as co-operation partner) within the *Markterschließungsprogramm* (BMW).

- Cold acquisitions and database implementation for the "*Informationsveranstaltung Bulgarien Automotive 2020*" (in coordination with the German-Bulgarian Chamber of Industry and Commerce).
- Cold acquisitions and database implementation for the "*Geschäftsanbahnung Belarus 2020*" (in coordination with the *Repräsentanz der Deutschen Wirtschaft in der Republik Belarus*).
- Keeping project partners (e.g. *AHK Kolumbien*) up to date on project progress and on schedule with necessary paperwork.
- Cold acquisition and selection of Italian companies on behalf of the BMEL for the "*Markterkundungsreise Italien 2020*", a market exploration of the Italian fruit and vegetable production chain that strengthened and created partnerships between German and Italian companies.
- Development, growth and maintenance of important institutional contacts for project realization.
- Successful three-day participation in the Fruit Logistica 2020 Messe Berlin with the support of ITA for the aforementioned project, including liaising between managers of Italian companies, professional associations and the German BVEO.
- Drafting of official documents for the creation of partnerships and patronages

Providing **consulting services** to members of Italian business associations (eg Confindustria Bergamo, Promos) or other clients for the acquisition of commercial contacts on the German market (Clients: celano GmbH, Automator International Srl, CIE S.p.A.):

- Market Analysis Evaluations
- Preliminary Market Analysis
- Competitor Analysis
- Organising clients' company profiles
- Successfully providing clients with both written and oral reports containing current and accurate details on the progression of the marketing activity
- Direct marketing in both German (for Italian clients) and Italian (for German clients)

COMPANY/ADDRESS Italian Trade Agency Berlin (Ice - Italienische Agentur Für Aussenhandel), Schlüterstraße 39, Berlin

DATE January 2020 - March 2020

TYPE OF ACTIVITY Internship (ITA-funded scholarship)

TASKS Intern

- Researching data on trade flows of fruit and vegetables between southern Italy and Germany
- Coordination of the preparatory activities for the Fruit Logistica 2020 Messe Berlin for the area managed by CSO Italy and ICE Berlin

COMPANY/ADDRESS Self-employment

DATE January 2019 - June 2019

TYPE OF ACTIVITY Tutor

TASKS Tutoring in English as a foreign language for secondary school students

COMPANY/ADDRESS La Portineria (Café and Pastry Shop), Via Reggio Emilia, 22, Rome

DATE March 2018 - July 2018

TYPE OF ACTIVITY Waiter

TASKS Occasional support services in management and maintenance

COMPANY/ADDRESS Eucrim Journal

DATE May 2017

TYPE OF ACTIVITY Legal Journalism

TYPE OF ACTIVITY	Reporter
TASKS	Selected among the students of the European Criminal Law course of the University of Vienna to report on the conference held at the ERA (Academy of European Law) of Trier, "Update on the EU Framework for the Freezing, Confiscation and Recovery of Assets: Tools and Challenges" (4, 5 May 2017) published in Eucrim 2017/2 The European Criminal Law Associations Forum (Max Planck Institut).
COMPANY/ADDRESS	SIOI (Italian Society for International Organization) Piazza di S. Marco, 51, Rome
DATE	October 2014
TYPE OF ACTIVITY	Clerk (Intern)
TASKS	<ul style="list-style-type: none"> - Front desk management - Office protocol management - Preparation of psychometric tests for students - Support in preparation for conferences
COMPANY/ADDRESS	vegandare.com
DATE	2012 - 2016
TYPE OF ACTIVITY	Website translator
TASKS	Translation and interpretation of posts and recipes on vegan cuisine from Italian to English.
COMPANY/ADDRESS	Globus EDIL Service, Viale dell'Unione, 15, Guidonia
DATE	2010 - 2011
TYPE OF ACTIVITY	Front desk clerk
TASKS	<ul style="list-style-type: none"> - Front office management - Office protocol management - Communications with supply companies

Education

INSTITUTION	University of Rome Tor Vergata (Faculty of Economics)
DATE	2019 - 2020
QUALIFICATION ACHIEVED	II Level Professional University Degree (Master "CEIDIM")
MAIN SUBJECTS	International Economics, Databases for International Trade, Global Supply Chain, Trade agreements and WTO, International Private Law and International dispute resolution, J.V./Franchising/Countertrade/ Consortia/ PiggyBack, Acquisition of Shareholdings, CETA and TTIP: Legal Aspects of International Trade Agreements, Customs aspects, Goods Origin and Dual Use, Credit Risk, Credit Insurance, International Payments, Credits Documentaries and Guarantees, International Taxation.
INSTITUTION	Sapienza University of Rome (Faculty of Economics)
DATE	2018
QUALIFICATION ACHIEVED	University Course Certificate
MAIN SUBJECT	Project Management of European Union-funded projects
INSTITUTION	University of Vienna (Faculty of Law)
DATE	2016 - 2017
QUALIFICATION ACHIEVED	Erasmus+ Program
MAIN SUBJECTS	European Law, European Criminal Law, Roman Public Law, Seminar in International Criminal Justice for graduands and doctoral students, eBusiness and Service Science
INSTITUTION	Sapienza University of Rome (Faculty of Law)
DATE	2015 - 2017
QUALIFICATION ACHIEVED	Two Year Master's Degree in European Union
MAIN SUBJECTS	Legislation, Markets And Regulation (Summa cum Laude)

Italian and European Public Law, European Public Economics, Economics of European Integration, Hermeneutics of European Legislation, History of International Relations and European Institutions, Economic Law and Antitrust Law, European Economic Policy

INSTITUTION	Sapienza University of Rome (Faculty of Political Science)
DATE	2011 - 2015
QUALIFICATION ACHIEVED	Three Year Bachelor's Degree in Political Science and International Relations (106/110)
MAIN SUBJECTS	Statistics, Public Law, History of Political Doctrines, Sociology of Political Phenomena, Sociology, Political Science, German Language, International Law, Law of the International Organizations, Spanish Language, Anglo-American Public Law, Italian and Comparative Constitutional Law, History of Treaties and International Politics, Constitutional Justice, Contemporary History, European Union Law, Private Law, Modern History, Political Economy

Additional Skills

LANGUAGE SKILLS	<ul style="list-style-type: none"> - Italian (native) - English (C1) Certificate of Advanced English (CAE)-Grade B - 196 (2018) - German (B2.2) Intensive B2.2 German Course 2020, "DeutschAkademie" Sprachschule GmbH - Berlin, Sprachzeugnis B2.1 Sprachenzentrum Universität Wien (2017) - Spanish B2 (University Exam)
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Eager to work as a part of a team developed through my work at SBS. Good ability to work in multicultural environments as well as in multiple languages honed by my work experience and years of study.

MANAGERIAL SKILLS Managerial skills developed through the organization of projects executed on behalf of German Ministries.

- Comprehensive knowledge of different operating systems (Windows and MacOS)
- Good knowledge of Skype as a communication and collaboration tools
- Experienced knowledge of the Microsoft Office Suite (Outlook, Word, Excel, PowerPoint, Access)

HOBBIES AND INTERESTS Reading, travelling, learning new languages and about new cultures. I am passionate about social justice and environmental protection.