



# EUROPEAN FORMAT CURRICULUM VITAE FORMAT

## CURRICULUM VITAE

### PERSONAL INFORMATION

Name **CLAUDIO FARABOLA**  
Address **Borges, 2002 – Olivos (Prov. Buenos Aires) - ARGENTINA**  
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Email [claudiofarabola@gmail.com](mailto:claudiofarabola@gmail.com)  
Nationality **Italian**  
I Document **ID 93199574 – Established since 1995 in Argentina**  
Date of Birth **MAY 16<sup>TH</sup> 1967**

### SPECIAL SKILLS

In the last five years, I focused my activity on support Public Institutions and **private companies** in developing **Business Development & Innovation Projects, Transfer technologies in Renewable Energy, Nano & Bio Technologies, Green Chemistry, ICT, Mechatronics, Mining, Smart-climate-agriculture, Bioeconomy and Agri-foods.**

I have developed a specific strategic programming system called **"matrix programming and project spiral system"** that allows to apply in an efficient and effective way the basic methodology of the **"business Hollywood model"** by institution and company. In this framework I **designed several "project formats"** implemented with these methodologies.

Like **Project Manager for Public and Private Institution** I worked in many international projects in Latin America and in Africa specially issues of territorial socio-economic development via the innovative projects in the agro-livestock and agro-food, with many Donors (EU, IADB, CAF, etc.) developing and implementing programs for:

- SMEs (internationalization, promoting, etc.)
- Local/National Governments (Sectorial promoting, Development of Local Economic, International Strategic Alliances, Clustering and Enterprises collaboration)

More information: <https://www.linkedin.com/in/claudiofarabola/>

### WORKING EXPERIENCES

Since July 2021	Member of <b>"Agrobusiness Hub"</b> of International Chamber of Commerce network (for CCI.A)
Since April 2020	Member and <b>spokesman for Bilateral Chambers of Commerce in Argentina</b> in <b>"Export Promotion Council"</b> <b>Argentina Foreign Affair Ministry</b> (for CCI.A and ECA)
Since April 2019	<b>Attach to Executive Commission</b> in <b>Cámara Empresaria MedioAmbiente</b> en Argentina (for CCI.A)
Since June 2018	Member of <b>"Argentina Global Roundtable Sustainable Beef"</b> (for CCI)
Since January 2015	Member of Board of <b>EU "Enterprise European Network in Argentina: EEN-Argentina"</b> (for ECA)
Since July 2014	CEO and Head of international project & institutional networking - <b>EUROCAMARA Argentina</b> (ECA)
Since January 2010	CEO – <b>ITALIAN CHAMBER of COMMERCE in ARGENTINA</b> (ICC.A)
Nov.1997 – Dic.2009	Director of <b>"SME's Assistance, Support and Cooperation Unit"</b> in ICC.A
Feb1996 – Nov.1997	Official of <b>"Business Assistance and Support Unit"</b> for <b>SMEs</b> in ICC.A

### INTERNATIONAL CONSULTANT

2020 in progress	- <b>Project leader</b> – "Internationalization SMEs value chain in Oil&Gas sector in Vaca Muerta (Neuquen) – PanAmerican Energy / CCI.A
2019	- <b>Training activity for Eurocamara Ecuador:</b> "Strategic planning and institutional strengthening in the international project development" – Quito, 8 – 10 of april. – Eurocamara Ecuador.  - <b>International Speaker "IG: tools for valorization and characterization of territorial production systems"</b> – Lima, 27-28 of March – IPKey Program ( <a href="http://www.ipkey.eu">www.ipkey.eu</a> ) – EU, EU-IPO and INDECOPI
2018	- <b>International Expert for institutional buildings</b> for local Chambers of Commerce in Perú – Programa ENLACE – (German cooperation Agency - BGA Consulting)  - <b>Media manager</b> for european seminars about "Antimicrobial resistance" in Argentina, Uruguay, and

	Paraguay – FPI (IBF-Mostra consulting)
2017 (in progress)	<ul style="list-style-type: none"> <li>- <b>Business &amp; Innovation Project Developer</b> “Argentine Antibiotic Free Beef”</li> <li>- <b>Project Manager Argentina</b> (for ICC.A – Government of Friuli-Venezia Giulia Region/Italy) “DELP - Plan for intervention and planning prevention, management and overcoming of geological and environmental risks and rational use of rural resources”</li> <li>- <b>Business &amp; Innovation Project Developer</b> (for ICC.A and private company) - Argentina Innovative Concentrated Solar Rotary Furnace for processing industrial minerals</li> <li>- <b>Business &amp; Innovation Project Developer</b> (for ICC.A and private company) - Argentina “Concentrated Solar Energy for industrial process steam”</li> <li>- <b>Project Developer &amp; Manager Argentina</b> (for ICC.A and private company) – Argentina and Spain “Development of new vineyard protection product based on autochthonous extracts plants”</li> <li>- <b>Project Manager Argentina (for ECA)</b> – Colombia, Argentina, Italy and Chile “CLU-RED: fortalecimiento de Clusters en Colombia” (EU Program: “Al-invest 5”)</li> <li>- <b>Project Manager Argentina</b> (for ICC.A and San Juan Province Government) – Argentina and Italy “Transfer technology program: Low impact-hydro power in San Juan - Archimedes screw”</li> </ul>
2016	<ul style="list-style-type: none"> <li>- <b>Business Project Developer</b> (for ICC.A and private company) – Argentina and Italy Biomass Power Plant with Forest Production Waste</li> <li>- <b>Project Manager Argentina</b> (for ECA) – Argentina, Italy and Chile “International Cross-Clustering Program for SME’s” (EU Program: “Al-invest 5”)</li> </ul>
(From 2015 in progress)	<ul style="list-style-type: none"> <li>- <b>Business &amp; Innovation Project Developer</b> (for ICC.A and private company) “@-Forestry 2045 - investment opportunity to obtain solid results on climate-smart agriculture”</li> <li>- <b>Project Developer and Manager</b> (for ICC.A and Education Ministry of Buenos Aires Government) “International networking program for education best practise in regional government in Italy”</li> </ul>
2015	<ul style="list-style-type: none"> <li>- <b>Project Manager</b> (for ICC.A and IADB Program “Prosap” for San Juan Province Government ) “Pre-feasibility study: micro-hydro in irrigation canals in San Juan Province”</li> <li>- <b>International Fundraising expert</b> (for Ministry of Science &amp; Technology of Argentina) “Análisis para fundraising institucional para proyectos de cooperación internacionales”</li> </ul>
2014	<ul style="list-style-type: none"> <li>- <b>Project Manager Argentina</b> (for ICC.A and UE-PorFesr Calabria Region/Italy) – Argentina and Italy “Argentabria: Innovative process of waste management and transfer technology in Argentina”</li> </ul>
2012	<ul style="list-style-type: none"> <li>- <b>Project Developer and Head of mission</b> (Argentine Ministry of Agriculture and FAO Argentina) Project proposal for multilateral cooperation program in agricultural and livestock and Technical Mission of Deputy-Minister in Mozambique and Botswana</li> </ul>
2009 - 2012	<ul style="list-style-type: none"> <li>- <b>Country manager</b> (for ICC.A – EU “Urbal III Program”) Argentina, Italy, Brazil and Paraguay “CoCaP – Social Cohesion and productive chains”</li> </ul>
2011	<ul style="list-style-type: none"> <li>- <b>Project Developer and Manager</b> (for ICC.A, CFI and San Juan Province) – Argentina and Mozambique “Sur&amp;Sur: SME’s internationalization between San Juan and Mozambique”.</li> <li>- <b>Hub country Manager</b> (for ICC.A EU “@Ifa Program”) Argentina, Italy and Chile “ALFA-CID Program”</li> </ul>
2010	<ul style="list-style-type: none"> <li>- <b>Project Developer &amp; Manager</b> (for ICC and San Juan Province) – Argentina, Italy and Portugal “Ue&amp;Lat tri-nation SME’s internationalization program of regional Argentine Economies”</li> </ul>
2006 - 2009	<ul style="list-style-type: none"> <li>- <b>Project Developer &amp; Manager</b> (for ICC, Umbria Region/Italy, San Juan and Mendoza Province) “Pilot project of DOP certification implementation in Mendoza and San Juan”</li> </ul>
2008	<ul style="list-style-type: none"> <li>- <b>International Expert</b> (for ICC.A and EU Cooperation Program) – Argentina and Italy</li> </ul>

*"E-Business for SME's in Argentina"*

2001 – 2003

- **Project Manager** (for ICC.A, Argentine SME's Secretary and EU Program) - Argentina and Italy  
"AGROPOLIS: Institutional Support of the Agri-Food Productive sector of Mendoza Province"

## EDUCATION

2012 Degree in "Administración Pública y Políticas Sociales" (Grupo Congreso-Argentina)  
From 1989 to 1994 4th year completed at the School of Humanities - "Università Statale di Milano" - Italy -  
1986 "High School Degree" Liceo Scientifico "Galileo Galilei", Erba (Co) - Italy -

## TRAININGS

2014 "Introduction to assembling business plans for generating electricity and heat from biomass"  
"Probiomasa Program" (Argentine Ministry of Agriculture– FAO Argentina)  
2005 - "Management of Innovation and Technology Transfer" (INSME-Rome and EU)  
- "Knowledge Management" (distance learning) – International Training Center ILO (Italy)  
2003 - "Institutional Analysis and Logical Framework" (distance learning) - Inter American Development Bank  
2001 - "International Commerce" – Association of Banks of Argentina (ABA), Buenos Aires  
- "Strategic Planning in Information Systems" - School of Economic Sciences. University of Buenos Aires.  
- "Management Communication" – TRAINET (Italy) (distance learning)  
1997 - Integral Course in International Marketing I - Argentine Export School – Bank Boston Foundation, Buenos Aires  
- "Course in International Marketing" - "Bank Boston Foundation" - Buenos Aires  
1995 - Diploma "Certified Technician in Foreign Trade " c/o CAPAC Milan, sponsored by CCIAA - Milan.

## LANGUAGES

ITALIAN (NATIVE), Spanish (bilingual), English (reading, writing and speaking), Portuguese (reading and comprehension)