

## **GIANFRANCO BRUSAPORCI, Ph.D.**

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### **PROFESSIONAL PROFILE**

A dynamic and results-driven professional with a highly successful background in managing projects, liaising with customers, coordinating teams for leading companies in several competitive industries with the primary focus on exceeding expectations for service delivery while ensuring optimum results and healthy project margins. A world travelling lifelong learner and a proactive challenge taker, always eager to gain new perspectives on his work and to look for improvement opportunities. Excellent interpersonal, communication and negotiation skills, able to develop and maintain mutually beneficial internal and external relationships.

### **OBJECTIVE**

Currently looking for a new challenging in the Management and Business Development lead role.

### **CAREER SUMMARY**

#### **Quattrogi Ltd - Termogamma Energy Solutions Group**

Sofia (Bulgaria)

**December 2015 -**

**Present**

#### ***Executive Director***

Developing new strategy to enlarge the network and sales of the group in the energy field

Working closely with the management and the development team to proactively improve processes and tools and gain in efficiency and company visibility

Designing solutions aiming at improving processes, optimizing costs and increasing quality of service as well as engagement with customer

Recruiting and training other members of the staff

In charge of Strategic Marketing and Communication

#### **University of National and World Economics**

Sofia (Bulgaria)

**September 2014 -**

**Present**

#### ***Lecturer***

Delivery of the BA course on European Management

Delivery of the BA course on International Business Management

Delivery of the MA course on International Business Management

Delivery of the MA course on Global Strategic Management

**Emporio Oleodinamico Srl**  
Sofia (Bulgaria)

**February 2014 –  
March 2016**

***Strategy and Business Development Manager***

Market development – Agricultural meccanization; Building and Roadbuilding machineries

Assigning queries and support request

Implementing new systems for the general growth and development of the company

Representing the company in business meetings and official presentations

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**Fase Engineering Spa**  
Sofia & Timisoara (Bulgaria & Romania)

**November 2010 -  
February 2014**

***International Business Development Manager***

International business development- renewable energy field

Recruiting and training other members of the staff

Coordinating Tender submission (in Romania and Bulgaria)

Designing Marketing and promotional campaigns for the company in Southeastern Europe

PR, networking with institutions and stakeholders

Interacting with 3rd party stakeholders, other departments and teams and acting as lead/coordinator to a team of resources working on a given project

**Gruppo FIPES, IAL-CISL**  
Forlimpopoli FC (Italy)

**September 2008-  
October 2010**

***Project Manager***

Project Manager for Masters and Courses financed by European Social Funds

PR and International Relations

Training other members of staff, recruiting, training and coordinating the work of new junior project managers

**Belgian-Italian Chamber of Commerce**  
Brussels (Belgium) - European Desk

**March- July 2008**

***Consultant***

Monitoring European calls or tenders for different clients and members

Lobbying to the Europarlament

Delivering sectorial economic analysis

**Equilibri.net**  
Milan (Italy)

**March- July 2007**

***Junior Analyst***

Drafting geopolitics/geoeconomics articles, analysis-

Submitting in depth dossier on international relations and crisis contexts

**Al-Ghad**  
Il Cairo (Egypt)

**July- September  
2006**

***Trainer***

Training and teaching to the local staff (italian language and informatic knowledge)-

Fundraising

Drafting of dossiers on the Egyptian educational system

**PROECO S.r.l.**  
Forli (Italy)

**September 2001-  
March 2004**

***Technical advisor***

Consultancy for electrical engineering- oil and gas projects

**EDUCATION AND CERTIFICATIONS**

**Richard Lewis Communications (UK)**

Teaching Cross-cultural Competence – Advanced Training for Trainers **February 2015**

**Catholic University of Louvain (Belgium) - New Bulgarian University (Bulgaria)**

Ph.D. in Political Science and International Relations **September 2014**

**University of Turin (Italy)**

M.A. in International Relations and Human Rights, (Highest Honor) **March 2008**

**University of Bologna (Italy)**

B.A. in International Relations **June 2005**

**New Bulgarian University, Sofia (Bulgaria)**

Socrates-Erasmus Student Exchange Programme **September 2004 - July 2005**

**IT IS Guglielmo Marconi, Forli (Italy)**

Technical Diploma (Technical Engineering for Electrical and Automation Devices) **July 2001**

**LANGUAGE SKILLS**

Italian (mother tongue), English (fluent), French (good), Bulgarian (good), Albanian (basic)