

# FRANCESCA MARINUCCI

*Rome (Italy) – 18/03/1984*

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## WORK EXPERIENCE

**SEP 2021 – On going / Roma - Lecce**

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*CMCC Foundation (Euro-Mediterranean Centre on Climate Change) – Climate Change research Foundation*

➤ **Project Developer and Commercial Manager of ITO (Innovation Transfer Office)**

- Coordination and management of the commercial activities,
- Development of New Business opportunities,
- Business strategy development.

**SEP 2018 – AUG 2021 / Roma - Lecce**

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*CMCC SRL – Service Company specialized in the commercialization of Climate Change Solutions*

➤ **Business Developer and Commercial Manager**

- Coordination and management of the commercial activities,
- Development of New Business opportunities,
- Marketing and Business strategies development,
- Customer accountant and management.

**JUL 2012 – SEP 2018 / Rome**

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*DELTA ELECTRONICS GROUP - Leading multinational firm specialized in Energy Management*

➤ **Business Development Manager (Energy Efficiency, PV and Traditional Energy Projects)**

- New business opportunities and strategies development,
- Partner and Project Team management and coordination,
- Customer accountant and management (Enel Sole, TBS Group, SEA Aeroporti Milano, FSI),
- Tender management,
- Providing business plans for new market potentials,
- Marketing and Business strategies development.

➤ **Logistic Manager**

- Warehousing and logistics flows management,
- International Team management and coordination,
- Management of relationships with suppliers, including contract negotiation,
- Customer care,
- Purchasing process management.
- Global Reporting System Management (SAP).

**AUG 2010 – JUL 2012 / Rome**

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**SKY SOLAR GROUP** - Leading multinational firm specialized in PV Power Plant Development

➤ **Business Development Manager for Photovoltaic projects**

- Project team Coordination (brokers/intermediaries/developers),
- Scouting, Due Diligence and negotiation for acquisition and investment opportunities for PV plants,
- Follow-up authorization procedures and grid connection rights,
- Acting on behalf of the Company in the "Conferenze di servizi" for achieving plant authorizations,
- Support on project financing,
- Analysis of technical laws to find new business opportunities.

**JUN 2009 - SEP 2009 / Rome**

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**9 REN GROUP** - Spanish multinational firm specialized in PV and Wind Energy Production

➤ **Project Developer e Quality Manager**

- Implementation of Quality Management System (ISO 9001),
- Handling contacts with developers and local service providers,
- Managing the relationship with the Company legal department in order to handle the contracts monitoring,
- PV and Wind plant authorization process development.

## EDUCATION

**SEP 2002 - OCT 2008 / SECONDA UNIVERSITA' DI ROMA TOR VERGATA - Rome**

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- **Bachelor Degree in Ecology** (Biology) - Graduated 100/110

**SEP 1997 - JUL 2002 / LICEO SCIENTIFICO FARNESINA - Rome**

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- **Scientific Graduation diploma with language specialization (English and French).**

**JUN 2001 / UNIVERSITY OF CAMBRIDGE - Rome**

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- **"First Certificate Diploma" (FCE)**

**DEC 2014 / Rome**

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- **English CEFR Exam: B2 Level**  
(The capacity to achieve most goals and express oneself on a range of topics)

## MASTER AND TRAINING

**FEDERMANAGER ROMA**

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- **Innovation Energy Manager / OCT 2017 - DEC 2017 / Rome**  
2 months training on: regulatory and management innovations in the energy market

**DELTA ELECTRONICS GROUP**

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- **SAP Training (MM-SD Modules) / JAN 2014 - APR 2014 / Rome**  
4-months full time training on the job
- **Professional Selling Skills Training / MAG 2013 - Amsterdam**  
1-week full time training on the job

**SAFE - Environmental Sustainability from Power Sources**

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- *Master of second level in Energy Management / OCT 2009 - JUL 2010 / Rome*

**ALMA LABORIS**

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- *Master in "Integrated Systems Management: Quality, Environment and Safety (ISO 9.001 – 14.001, OSHAS 18.001)" / JAN 2009 - JUL 2009 / Rome*

**EUROPEAN UNION - European Social Fund**

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- *Bursary assigned on a merit basis to attend the Course: "Professionisti Rinnovabili", organized by Provincia di Roma (Renewables and Energy Efficiency project Management)*  
3 months

**ADDITIONAL INFORMATION**

**Interests:** traveling, reading and sport (ski, volleyball, tennis, climbing); 9 years of scout and volunteer activity at the Christian Church "Santa Chiara"

**Languages:** native **Italian**, fluent **English**, conversational **French**, basic **Spanish**

