

## Curriculum Vitae

### **Ivana LOSA**

c/o Fondazione Centro Euromediterraneo sui Cambiamenti Climatici  
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## Professional Experience

Dates	Since 01.07.2012
Occupation or Position held	Fund Raiser (Senior Scientific Manager)
Main activities and responsibilities	<ul style="list-style-type: none"><li>○ analysis of funding opportunities and national, European and international programs of interest to the CMCC;</li><li>○ preparation of CMCC project proposals and offers and negotiation of CMCC proposals;</li><li>○ support for the negotiation of CMCC proposals;</li><li>○ report on the activities of Fund Raising of the CMCC;</li><li>○ CMCC Project Manager for the following projects:<ul style="list-style-type: none"><li>○ SINCERE - Strengthening INTERNATIONAL Cooperation on climatE change Research (H2020, 2018-2022)</li><li>○ Cop_020 Copernicus Communication Services (ECMWF, 2018-2020)</li><li>○ SICAB - Sino Italian capacity building for environmental protection (IMELS, 2017-2019)</li><li>○ INNOSPACE KIC Journey – School (EIT Climate KIC, 2018)</li><li>○ ORIENTGATE - A structured network for integration of climate knowledge into policy and territorial planning (South East Europe Transnational Cooperation Programme, 2012-2014) – support</li><li>○ CPO – Climate Policy Outreach (EuropeAid, 2010-2012) – support</li><li>○ EC2 - The Europe-China Clean Energy Centre (EuropeAid, 2010-2015) – support</li></ul></li></ul>
Name and address of employer	Fondazione Centro Euro-Mediterraneo sui Cambiamenti Climatici (CMCC), www.cmcc.it Legal Seat: Via Augusto Imperatore, 16 – 73100 Lecce. Local Unit: Via Felice Casati 39 Milano (Italy)
Dates	01.06.2009 – 30.06.2012
Occupation or Position held	Fund Raiser (Junior Scientific Manager)
Main activities and responsibilities	<ul style="list-style-type: none"><li>○ Analysis and monitoring of funding opportunities for national, European and international research activities of interest to CMCC;</li><li>○ Preparation of analysis of regulations and official documentation related to the European Commission Framework Program;</li><li>○ periodical bulletin on national, European and international funding opportunities.</li></ul>
Name and address of employer	Fondazione Centro Euro-Mediterraneo sui Cambiamenti Climatici (CMCC), www.cmcc.it Legal Seat: Via Augusto Imperatore, 16 – 73100 Lecce. Local Unit: Milano

## Education and Training

Dates	01.2009 – 12.2009
Title of qualification awarded	Postgraduate Master Degree in International Relations Management
Principal subjects	International Economics and Finance, International Trade, Energy, Environment, Development, Security, Regional Integration, International and Community Law
Name and type of organisation	ASERI – Postgraduate School of Economics and International Relations, The Catholic University of the Sacred Heart, Milan
Dates	30.06.2008
Title of qualification awarded	Degree in Foreign Languages and Literatures
Principal subjects	English Language and Literature, French Language and Literature, Italian Language and Literature, History (Medieval, Modern, Contemporary), Linguistics, Didactics.
Name and type of organisation	Università degli Studi di Napoli Federico II

**Personal Skills and competences**

Mothertongue

**Italian**

Understanding				Speaking				Writing		
Listening		Reading		Spoken interaction		Spoken Production				
<b>English</b>	C2	Proficient User	C2	Proficient User	C2	Proficient User	C2	Proficient User	C2	Proficient User
<b>Franch</b>	C2	Proficient User	C2	Proficient User	C2	Proficient User	C2	Proficient User	C2	Proficient User
<b>Spanish</b>	C2	Proficient User	C2	Proficient User	B2	Proficient User	B2	Proficient User	B1	Sufficiente

Communication Skills

Excellent ability to relate with the working group and with different types of users. Excellent communication skills. Strong public relations skills.

Organizational and management skills

Excellent ability to work and manage work and the work group, in stressful situations and with deadlines. Good ability to perform the tasks assigned and to manage the work independently.

To date, Ivana has collaborated in the preparation of more than 700 proposals presented by the CMCC on national, European and international funding, and to the negotiation of around 200 funded projects.

She has also collaborated in all the activities that over the years have involved the FR office: periodic reporting of the FR activities; preparation of presentations on the CMCC and the FR activities, management of relevant funded projects such as SINCERE, ECMWF COP020, SICAB; support in the management of relevant projects such as ORIENTGATE, EC2, CPO; participation in national and European project events and national and international meetings on the financing opportunities and internal project meetings.

Last but not least, Ivana has been perfectly integrated with the entire CMCC team over the years, contributing to the improvement of internal procedures relating to the FR, the preparation of the CMCC Annual Reports.