

Liane Alexandra Arter

Experience

Senior Grant Specialist, CMCC

Centro Euro-Mediterraneo sui Cambiamenti Climatici

May 2025 - Present

- Support in the creation and implementation of effective fundraising strategies to secure grants, and donations from individuals, corporations, foundations, and other mainstream funding sources.
- Identify new opportunities of philanthropic support for climate related research activities at national, European and international levels.
- Research and write compelling grant proposals and reports to secure funding from philanthropic organizations and government agencies.
- Work closely with the Head of Fund Raising, CMCC Programs Directors, and Communication teams to ensure alignment and maximize the impact of CMCC fundraising efforts.
- Maintain accurate donor records and analyze fundraising data to inform strategies and measure success.
- Develop and deliver impactful presentations, reports, and communications that effectively convey our mission and the importance of supporting climate research.

Tendering Specialist, Blossom Srl

November 2022 – May 2025

- Led Global Tendering and Institutional Business Development within the Sales & Marketing department for a creative and strategic communications agency.
- Developed project proposals for clients in the nonprofit and institutional sector, including comprehensive project plans, budgets, timelines, fulfilment of purchase orders under framework agreements.
- Led successful tender preparation and negotiations to win and negotiate Long Term Agreements (LTAs) and Framework Agreements with European Union and United Nations agencies.
- Ensured compliance with EU and UN regulations and funding guidelines, demonstrate attention to detail in contract negotiation, ensure legal and financial adherence.
- Prepared competitive bids/pitches, leading cross-functional teams.
- Led contract management for communications contracts within European Union funded initiatives: oversee reporting duties, ensure proper budget allocation, monitor financial activities, working internally with Finance and Client Direction departments.
- Established and maintain strong relationships with clients, resulting in repeat business, referrals, and contract extensions.
- Supported new business development activities, acquiring clients in the nonprofit and international foundation sectors, significantly expanding the company's portfolio.

Grant Manager & Desk Officer, AISPO

Associazione Italiana per la Solidarietà tra i Popoli

(NGO part of IRCCS San Raffaele Hospital in Milan)

January 2018 – February 2022

- Managed grant-funded health development projects in Sudan, Lebanon, and Iraqi Kurdistan, overseeing the entire project lifecycle from proposal to reporting.
- Responsible for contract management, compliance monitoring, reporting, field risk management, and progress evaluation.
- Coordinated financial management tasks including budget forecasting, allocation monitoring, and cash reconciliation to ensure efficient use of funds.
- Responsible for donor reporting and regular collection of field data from project managers.
- Acted as the primary liaison between AISPO, project partners, donors, and stakeholders, fostering strong relationships and ensuring alignment with project objectives.
- Supported the negotiation and administration of contracts with donors, including managing procurement services, travel logistics, and visa coordination.

Legal Assistant, Banking Team, Norton Rose Fulbright

November 2016 – August 2017

Autorizzo il trattamento dei miei dati personali presenti nel curriculum vitae ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 e del GDPR (Regolamento UE 2016/679)

- Provided administrative and office support to banking and energy practices team, recognized in Legal 500 EMEA 2017.
- Assisted with document preparation and client communications, supporting high-value international transactions.

Education

Master of Philosophy, M.Phil, Trinity College, Dublin
International Peace Studies

2014 – 2015

Bachelor of Arts, Cum Laude, Elon University, USA
International Relations and Political Science

2008 – 2012