



Europass Curriculum Vitae

Personal information

First name / Surname

Alessandra Vercillo

Address

79/D, Viale della Concordia, 87040, Mendicino (CS), Italy

Telephone

(+39) 0984 631949

Mobile: (+39) 328 4128786

Fax

(+39) 0984 631767

E-mail

a.vercillo@epsilon-italia.it

Nationality

Italian

Date of birth

20/12/1965

Gender

Female

Occupational field

Communication (Strategies, Technology Organization, Corporate Communications, Intercultural Organization)
Organization, Tutoring and Monitoring of working groups, Participants to Competitions Selection
Training (Planning, Valuation, Communication)
Programmes and events Assessing
Indicators Identification and Development
Public Relations
Management & Business
Quality Management

Work experience

Dates

1996 to date

Occupation or position held

Co-founder & Legal Representative

RESPONSIBLE FOR COMMUNICATION AND TRAINING; OFFICE MANAGER;
She is Responsible for:

- processing proposals and projects in national and international programs;
- training design and implementation for public and private clients;
- design and implementation of innovative activities, focused on group discussion;
- monitoring and assessing participants & programmes;
- specialized training in the field of GI, based on the use of open source technologies; carried out jointly with professional (engineers, architects, geologists, agronomists) and technician governments and research organizations;
- training in European projects involving the implementation of INSPIRE (Infrastructure for Spatial Information in Europe) EU Directive and SEIS (Shared Environmental Information System).

She directed all aspects of communication and training.
Managed all office function surrounding the control of yearly operating budgets.
Responsible for maintenance of quality system.

She is expert in: i) communication planning; ii) communication coordination; iii) disseminating and exploiting the results of research & innovation projects toward different intermediate and end user communities, with focus on private sector in general and Small Medium Enterprises in particular; iv) creating and coordinating networks among them (e.g. www.smespire.eu); v) designing tools such as open Directories of organizations and Best Practice Catalogues; vi) designing and realizing competitions such as Awards for Excellence and Innovation Challenges; vii) designing and realizing market studies and developing business models enabling to turn technological challenges into market opportunities.

She is designer in many training courses organised by Epsilon Italia for different typologies of clients, both in the public and private sectors. In the last two years she is responsible of designer an intensive training activity conducted on behalf of the Local Province of Cosenza for the technicians of its 155 municipalities involved in the preparation of the new urban planning.

Main activities and responsibilities

She is responsible for Organization, Management and Communication in several Research & Development projects carried out at International, National and Local levels.

She plans and coordinates training programs to provide participant with tools for achieving succes.

She's responsible for the training/updating and social development of participants. In charge organising groups and classes and responding to the strengths and needs of participants during lessons

She designs and implements innovative participants-focused activities to encourage group discussion.

She's responsible in Monitoring participants and assessing programmes.

Main relevant projects she was/is responsible for :

- “GeoSmartCity - Open geo-data for innovative services and user applications towards Smart Cities”, (www.geosmartcity.eu), cofunded by DG CONNECT of the EC within the ICT-PSP (Policy Support Programme), coordinated by GISIG. Epsilon Italia is responsible for the data modelling to be applied in the two scenarios, for the transformation and validation of datasets and metadata and for the dissemination of the whole project results toward the private sector and SMEs in particular. (2014 to date).
- “i-locate - Indoor/outdoor location and asset management through open geodata”, (www.i-locate.eu), cofunded by DG CONNECT of the European Commission within the ICT-PSP (Policy Support Programme), coordinated by Trilogis. Epsilon Italia is responsible for the exploitation of the whole project results toward the private sector and SMEs in particular and for the establishment of liaisons with similar projects/initiatives. (2014 to date).
- LINKVIT - Leveraging INspire Knowledge into Vocational Innovative Training”, (www.linkvit.eu), cofunded under the LLP (Life Learning Programme) Leonardo da Vinci of the European Commission and coordinated by GISIG. Epsilon Italia is responsible for the adaption of some training modules according to the relevant national Italian requirements. (2013 to date).
- MACPOFIN “- “Mac.Po.Fin.- MAteriali Compositi di POlimeri e Fibre Naturali”, in co-operation with the University of Calabria (Chemistry and F.C Department – Mechanical, Energy and Managerial Engineering Departmentand) , ZLAB srl and Borrone srl, co-funded under POR Calabria 2007-2014, Sector 3 “Research, Teaching, University”. The main project aim is to enhance the broom as raw material for the production of insulating panels, both thermally and acoustically, to be used in building industry and boating (<http://www.progettomacpofin.it/>). Within this project she is responsible of the coordination and management activities. (2014-2015).
- “Design and development of a GIS for the propagation of the flood-area for Tevere and Adige river basins” - MIT (Italian Ministry of the Infrastructure and Transports). (2015).
- LIFE+IMAGINE “Integrated coastal area Management Application implementing GMES, INSPIRE and SEIS data policies” (www.life-imagine.eu), is a project co-funded by the LIFE+ Programme Environmental Policy and Governance in the framework of the objective “strategic approaches”, coordinated by GISIG. Epsilon Italia is responsible for the transformation and validation of datasets and metadata. (2013 to date).
- “eENVplus – eEnvironmental services for advanced application within INSPIRE”, an ICT-PSP cofunded project cofunded by DG Connect of the European Commission within the ICT-PSP (Policy Support Programme), coordinated by GISIG (IT) Epsilon Italia is responsible for the Work Package for data harmonization and validation and for the task dealing with Geographic Information standards. (2013 - 2015).

	<ul style="list-style-type: none"> • “smeSpire - A European Community of SMEs built on Environmental Digital Content and Languages”, an FP7 Support Action funded by DG Connect of the European Commission, aiming to support geo-ICT European SMEs to capitalize the benefits of the INSPIRE Directive, led by Epsilon Italia with a consortium with 15 partners coming from 12 EU Member States (www.smespire.eu). Within this project he was Project Coordinator and responsible for the work package “Training”. (2012 - 2014). • “Smart-Islands - 3D Smart Webservices for Mediterranean Islands”, cofunded by DG Information Society and Media of the European Commission within the ICT-PSP (Policy Support Programme). Epsilon Italia is responsible for the geodatabase design and for the development and test of the applications in Italy. (2011 to 2014). • Enhancement of the Geoportal of the Planning Department of the Province of Cosenza. (2012 – 2013). • “MIRASAT – A Methodology for the assessment of Indicators of Environmental Risks by means of Satellite Remote Sensing Techniques” – funded by the Scientific Research Department of the Calabria Region. (2008 – 2010). • “EPSILON – Environmental Policy via Sustainability Indicators on a European wide NUTS III level”, a Shared Cost Action funded in the frame of the IST Programme of FP5 of EC coordinated by Epsilon International SA. • Technical Assistance to the Province of Cosenza (IT) for the Strategic Environmental Assessment of the PTCP (Territorial Provincial Coordination Plan).
Name and address of employer and type of contract	EPSILON ITALIA SRL, 79 C/da Pasquali – Viale della Concordia, 87040, Mendicino (CS), Italy Co-founder & Legal representative Temporary collaboration contracts
Type of business or sector	Research & Development in SDI (Spatial Data Infrastructures), Geomatics, Geographic Information Standards, Remote Sensing, Vocational Training.
Dates	2005 to date
Occupation or position held	Consultant - Responsible for Coordination; Organization, Management and Communication, guidance counselor
Main activities and responsibilities	Responsible for processing proposals and projects of national and international training programs Managing relationships with users and with the P.A. Responsible for the training and social development of participants. In charge organising groups and classes and responding to the strengths and needs of participants during lessons Planned and coordinated training programs to provide participant with tools for achieving success. Designed and implemented innovative participants-focused activities to encouraged group discussion. Monitoring participants behaviour and assessing programmes
Name and address of employer	E.R.A.P.R.A. – Ente Regionale per l’Addestramento Professionale in Agricoltura della Federazione Regionale Agricoltori Calabria, Via Giorgio Pinna 30 - 88046 Lamezia Terme (CZ) – IT
Type of business or sector	Training, Research and Development
Dates	2012 to date
Occupation or position held	Consultant - Responsible for Coordination; Organization, Management and Communication, guidance counselor
Main activities and responsibilities	Coordination, organization and management stages of the path of Vocational Education and Training for Operator wellbeing - course code 24/CS5
Name and address of employer	ISIM Calabria, Via Caduti del Lavoro - 88900 CATANZARO - Tel. +39 0962 22607
Type of business or sector	Training and updating
Dates	2010 to date

Occupation or position held	Consultant - Designer, Responsible for Coordination; Organization, Management and Communication., guidance counselor
Main activities and responsibilities	<ul style="list-style-type: none"> • Designing "Master Expert in integrated and sustainable management of the water cycle - energy in urban drainage systems" - PON 'Research and Competitiveness 2007 - 2013'. Decreto Direttoriale prot. N.1/Ric del 18 gennaio 2010 - with ID code PON01_02543, funded by Public financing of 28/10/2011 n. 886 / Ric, • Coordination, organization, management and communication • Managing Partner Relationships.
Name and address of employer	University of Calabria, Department "Difesa del Suolo "V.Marone" - Via P.Bucci , Cube 46/D - Arcavacata di Rende (CS) Tel. +39 0984 494252 – IT
Type of business or sector	Training and updating
Dates	2008/2009
Occupation or position held	Consultant -Designer, Responsible for Coordination; Organization, Management and Communication, guidance counselor
Main activities and responsibilities	<ul style="list-style-type: none"> • Designer of Action Learning: - "Manager of O.P." - POR Calabria 2000-2006, Priority III Human Resources, Measure 3.9: Continuing Education in Favor Of Companies - - Cod. Course 124; • Teaching Coordination; • Administrative Coordination; • P. A. Relationship Management
Name and address of employer	Federazione Regionale Agricoltori Calabria, Via Giorgio Pinna 30 - 88046 Lamezia Terme (CZ) Tel. +39 0968 51619 – IT
Type of business or sector	Training, Research and Development
Dates	From 2007 to 2009
Occupation or position held	Consultant - Designer, Responsible for Coordination; Organization, Management and Communication, guidance counselor
Main activities and responsibilities	<ul style="list-style-type: none"> • Designer, Responsible for coordination; Organization, Management and communication • Managing relationships between partners and users of the HTE "Higher level technician for the local computerized surveys (GPS-GIS)", funded by the National intervention "Education and the Higher Technical Education to carry out the research in the South" (CIPE resolution no. 83/2003 and No. . 20/2004), of public notice dated 28 December 2005 (Sector: Environment, theme 8) - Cod. 350_CAL_CS; • Design Organization and Management ; • Administrative Coordination
Name and address of employer	ITCG "E. Fermi", San Marco Argentano (CS) - Via Dante Alighieri – 87018 Tel. +39 0984-512523 - (IT)
Type of business or sector	Training and updating
Dates	2007 – 2008
Occupation or position held	Consultant - Designer, Responsible for Coordination; Organization, Management and Communication, guidance counselor
Main activities and responsibilities	<ul style="list-style-type: none"> • Managing relationships between partners and users of "MASTER IN EXPERT IN PLANNING SUSTAINABLE LAND funded under the POR Calabria 2000-2006 - Priority III Human Resources - ESF - Annuity 2002-2003 - Measure 3.7 - Cod. Course 5; • Designer; • Responsible for training coordinator
Name and address of employer	ISIM Calabria, Via Caduti del Lavoro - 88900 Catanzaro – IT
Type of business or sector	Training and updating

Dates	From 2007 to 2009
Occupation or position held	Consultant - Responsible for Coordination; Organization, Management and Communication
Main activities and responsibilities	Managing relationships between partners and with users and management documentation general accounting, taxation and tax processing and content management of the project "Agronos" EQUAL Community Initiative II - during 2004-2008, Measure 2.2 - Axis entrepreneurship - Cod. E S2-MDL-250
Name and address of employer	Federazione Regionale Agricoltori Calabria, Via Giorgio Pinna 30 - 88046 Lamezia Terme (CZ) Tel. +39 0968 51619 - IT
Type of business or sector	Training, Research and Development
Dates	2003 - 2005
Occupation or position held	Consultant -Designer, Responsible for Coordination; Organization, Management and Communication.
Main activities and responsibilities	Managing relationships with users and with the P.A. Head of Accreditation process in the region of Calabria Private Training Institutions.
Name and address of employer	E.R.A.P.R.A. – Ente Regionale per l'Addestramento Professionale in Agricoltura della Federazione Regionale Agricoltori Calabria, Via Giorgio Pinna 30 - 88046 Lamezia Terme (CZ) - IT Associazione Beta Professional, Via De Rada - 87100 Cosenza - IT Associazione Sibari Formazione, Contrada Salicette - SS 106 Bis km27 87070 Sibari (Cs) - IT
Type of business or sector	Training and updating
Dates	1997 - 2004
Occupation or position held	Consultant -Designer, Responsible for Coordination; Organization, Management and Communication, guidance counselor.
Main activities and responsibilities	Designer, responsible for training and administrative coordinating, management of the relationship with users and with the PA as part of the following actions:: POR Calabria 1994 - 1999 - Goal 1 - Measure 5 Course Code. 818 - "Tourist Animator and Employee Plans and Rooms" Course Code. 819 - "Employee Travel Services" Course Code. 403 - "Tourist Animator" Course Code. 402 - "Help Green-Keeper" POR Calabria 2000 - 2006 - Goal 1 - Measure 3.2 Course Code. 4689 - "Employee Plans and Rooms" Course Code. 4691 - "Waiter Room and Bar"
Name and address of employer	Associazione Sibari Formazione, Contrada Salicette - SS 106 Bis km27 87070 Sibari (Cs)- IT
Type of business or sector	Training and updating
Education and training	
Dates	1997 - 1998
Title of qualification awarded	Postgraduate university Course "Evaluation and education planning" - Certificate of participation in an examination
Principal subjects/occupational skills covered	Training planning; defining objectives; realization of evaluation grids valuation grids.
Name and type of organisation providing education and training	FORCOM (Consorzio Interuniversitario Formazione e Aggiornamento) di Roma - IT
Dates	1992
Title of qualification awarded	Qualification to the class A022, law and economics

Principal subjects/occupational skills covered	Business Law, Public Law, Private Law, Science of Finance, Economics, Economic Policy
Name and type of organisation providing education and training	Provveditorato agli Studi della Calabria (IT)
Dates	1991-1993
Title of qualification awarded	Master in "Training Communication Engineer Training"???
Principal subjects/occupational skills covered	Communication, technology, computing, telecommunications, organization, educational psychology
Name and type of organisation providing education and training	CUD - Consorzio per l'Università a Distanza – Rende (CS) (IT)
Dates	1984-1988
Title of qualification awarded	Master's Degree in Political Science
Principal subjects/occupational skills covered	Business Law, Public Law, Private Law, Economics, Economic Policy
Name and type of organisation providing education and training	University of Messina (IT)

Personal skills and competences

Mother tongue(s) **Italian**

Other language(s) **1) French: fluent**
2) English

Self-assessment
European level ()*

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
B2	intermediate	B2	intermediate	B2	intermediate	B2	intermediate	B2	intermediate

(*) *Common European Framework of Reference for Languages*

Social skills and competences

Excellent social skills, ability to work in a team matured in many situations where it is essential to collaboration between different shapes and with different hourly mode (shifts, weekends).
Ability to work in group and to use creative and effective Communication.
Ability to adapt to any situation, competences acquired in the different working environments.
Able to work in high pressure, dynamic environments.

Organisational skills and competences

Excellent Ability to plan, control, organize and lead the organization
Excellent Organizational skills acquired through the management of national and international projects.
Excellent experience in project management and team working
Excellent skills to communication. A committed and dedicated professional with a proven ability to teach, motivate and direct persons to maximum performance by encouraging a positive and energetic environment.

Technical skills and competences

Excellent Skills and Experience Managerial/Supervisory/Communication.
Ability of determining staff needs, assigning and supervising.
Ability to managing relationship with the public and deadlines of work activities
Ability to design and implementation of quality control procedures.

Computer skills and competences

Excellent knowledge of computer covering Microsoft Office products, email, internet.

Driving licence

Italian Driving Licence B