



## Europass Curriculum Vitae



### Personal information

First name / Surname

**Alessandra Vercillo**

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Nationality

Italian

Date of birth

20/12/1965

Gender

Female

### Occupational field

Law, Economics, Management  
Local development  
Communication  
Training  
Quality Management

### Work experience

Dates

1996 to date

Occupation or position held

Co-founder, Legal Representative, Chief Financial Officer

Main activities and responsibilities

She is Responsible for:

- budgeting, accounting and financial activities;
- participation to national and international tenders/proposals;
- monitoring, reporting and internal audit of national and international contracts;
- design and implementation of vocational training for public and private clients;
- communication activities;
- quality management activities.

She is/was involved in the following Research & Development EU-funded projects:

- "TEMAR – Technics and tools for the analysis and assessment of the environmental risk of the bathing waters", funded by European Structural Funds (POR Calabria 2014-2020, Axis I "Promotion of Research and Innovation". Epsilon Italia is leading a consortium made by other 3 partners (University of Calabria, Chlora sas, La Cosa srl). Her role is Project Manager. (2017-on going).
- "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. Her role was Project Manager. (2014-2015).

- “giCASES - Creating a University-Enterprise Alliance for a Spatially Enabled Society” ([www.gicases.eu](http://www.gicases.eu)), co-funded under the Erasmus+ Programme, coordinated by GISIG. The giCASES project develops new methods for co-creation of knowledge, where industrial partners and universities jointly develop new case based learning material. The project specifically addresses the Geographic Information sector. The case studies are developed using a collaborative platform, where enterprises, universities and students collaborate. The new learning material and collaborative teaching are tested in university settings. She was involved in the following activities: Case Study n. 5, related to data harmonization of data flows in Energy saving EU policies, WP6 (Quality Assurance), task 9.1 (Definition of the exploitation strategies). (2016-on-going).
- “LINKVIT - Leveraging INspire Knowledge into Vocational Innovative Training”, ([www.linkvit.eu](http://www.linkvit.eu)), cofunded under the LLP (Life Learning Programme) Leonardo da Vinci of the European Commission and coordinated by GISIG. She was responsible for the adaption of some training modules according to the relevant national Italian requirements. (2013 - 2015).
- “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](http://www.smespire.eu)). Within this project she supported the Project Coordinator and the activities related to the work package “Training”. (2012 - 2014).
- Master “Expert in integrated and sustainable management service for the water-energy cycle in urban drainage systems”, post graduate master as an integral part of the Industrial Research project “Integrated and sustainable management service for the water-energy cycle in urban drainage systems” funded by MIUR in the frame of the Operative National Programme R&C 2007-2013, coordinated by University of Calabria. Epsilon Italia was the partner responsible for the Master design, organization and execution. The master hold for 1.200 class hours (theoretical lessons, exercises, case studies) followed by 360 hours of individual internships for the 25 participants, spent in private companies and HEIs. Out of the 1.200 hours, 2 modules of about 100 hours dealt with GI related topics. She was responsible for the following activities: master design, teaching, assessment of the participants to the master, organisation of individual internships for the 25 participants. (2013-2014).
- Master “Expert on Sustainable Territorial Planning”, post-graduate second level master of 1200 hours, co-funded by the Calabria Regional Government in the frame of the 2000-2006 European Structural Funds, in partnership with University of Calabria, National Research Council and ISIM. Epsilon Italia was the partner responsible for the design, organization and execution of 2 modules (1 dealing with remote sensing and 1 with GIS) for a total of 100 hours, and of the individual internships (360 hours) for the 15 participants, spent in private companies. She was responsible for the following activities: master design, teaching, assessment of the participants to the master, organisation of individual internships for the 15 participants. (2005-2008).
- “IFTS – Remote Sensing Technician”. The acronym IFTS stands for Education and training of High-level Technicians and it refers to a post-diploma educational programme of 1.500 hours for students with high degree technical schools, aiming at increasing their skills in their technical domains, funded by the European Social Fund. The composition of the consortium is fixed, requiring that the lead partner is a High School and the other 3 typologies of required partners are Universities and/or Public Research Centres, private companies and Education Agencies. Within this context, it was organized an educational programme for surveyors, focused on remote sensing techniques. Epsilon Italia was the partner responsible for the design, organization and execution of several modules. She was responsible for the overall didactic program, designer and teacher of several training modules, responsible for the students’ assessment activities. (2006-2007)

Name and address of employer	EPSILON ITALIA SRL, 79 C/da Pasquali – Viale della Concordia, 87040, Mendicino (CS), Italy
Type of business or sector	Research & Development in SDI (Spatial Data Infrastructures), Geomatics, Geographic Information Standards, Remote Sensing, Vocational Training.
Dates	2005-2008
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	2012-2014
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
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"> <li>• 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;</li> <li>• Teaching Coordination;</li> <li>• Administrative Coordination;</li> <li>• P. A. Relationship Management</li> </ul>
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
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
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 - Objective 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 - Objective 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
<b>Education and training</b>	
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"
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 Microsoft Office.									
Driving licence	Italian Driving License B									