

LUCA G. DONELLI

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STUDIES

- 2004 – 2006 2-year **Master in General Management**, Bocconi University (Milan, Italy). Bocconi Outstanding student with full tuition scholarship. Major: **Organization**. Graduation: 110/110 cum laude (Thesis: “*The role of corporate headquarters in strategic management; an empirical study on Italian medium enterprises*” – G.P.A.: 29.9/30.0 – July 2006).
- 08-12/2005 **MBA program** at Warrington College of Business (University of Florida). 8 courses attended (concentrations: project management and logistics). G.P.A.: 4.0/4.0.
- 2001 – 2004 **Degree in International Economics and Management** (taught in English), Bocconi University (Milan, Italy). Graduation: 110/110 cum laude (Final work: “*SME Internationalization – The case of Nu-Chem, Inc.*” – G.P.A.: 29.5/30.0 – July 2004).
- 1996 – 2001 Liceo Scientifico P.N.I. (Information Technology National Plan) Galileo Galilei (Legnano, Italy). **Mathematics based high school**. Graduation: 99/100 (July 2001).
- 1999 – 2000 **Sedgwick High School** (Kansas, U.S.A.). G.P.A.: 4.0/4.0. Member of Honor Roll. Lettered in Football and Track & Field.

WORK EXPERIENCE

- 2008 to present **EUROS S.r.l.** (Industrial holding company of Donelli Group, Milan, Italy). – Administration, Finance and New Business Development (i.e. startup branches in Albania, Bulgaria and Mozambique, M&A activities, local partnerships in Saudi Arabia, Nigeria and Malta, launch of Blygold/Thermoguard services for anticorrosion protection of HVAC/R equipment, management of Heresite and Sakaphen partnerships, RFID tracking system implementation, various joint R&D projects with research centers such as Technion as well as multinational enterprises, one Seal of Excellence for SME Instrument Phase 2, partnership with Unilurio, a Mozambican University for a “train the trainer” program).
- 2007 – 2008 **McKinsey & Company** (Milan, Italy). – **Business analyst** position. Involved in strategy projects for Financial and Insurance Institutions.
- 2006 – 2007 **L.E.K. Consulting** (Milan, Italy). – **Associate** position. Involved in various commercial due diligence as well as strategy project in Italy and in EU.
- 2005 – 2006 **EUROS S.r.l.** (Milan, Italy). – **Intern** supporting management on evaluation of internationalization opportunities in Kazakhstan, Slovakia and Iran.
- 02/2006 Torino Organising Committee **XX Olympic Winter Games** (Italy) – **Member** of the Security Planning & Coordination function at the Pragelato Plan venue.
- 02-06/2004 **S.P.C.S. S.r.l.** (Special Protection and Consulting Services, Italy). – **Intern** supporting the Sales and Marketing Division by conducting a research study on the Offshore & Refinery Mediterranean market and translating and editing brochures.
- 07-09/2003 **Nu-Chem, Inc.** (Fire protection systems, St. Louis, MO, U.S.A.) – **Intern** supporting the Sales and Marketing Division by developing the corporate website, updating the product literature and establishing relations with Italian representative (S.P.C.S.).
- 2000 – 2006 Webmaster of Nu-Chem, Inc. (www.nu-chemusa.com, 2003-05), OIKIA S.r.l. (www.oikiasrl.it, 2002-06), A.N.I.A.R.P. (www.aniarp.org, 2004-05), Teatro Cantoni (www.teatrocantoni.it, 2002-04), Resium Distribuzione (www.resium.it, 2000-03).
- 01-05/2000 Under-8 Soccer team in Sedgwick (KS, U.S.A.) - **Head coach**.
- 1999 – 2000 Sedgwick High School (KS, U.S.A.) - **Officer aide**.
- 1998 – 2001 TOP VELA Youth Academy (Sasso Moro, Varese, Italy) - **Sailing instructor**.

INSTITUTIONAL ACTIVITIES

- 2017 to present **Lombardy Energy Cleantech Cluster** (Milan, Italy). – **President** of the steering committee (technological cluster recognized by Regione Lombardia, recipient of the Gold Label by ESCA and member of the Global Cleantech Cluster Association). Elected for 2nd term, launched 2021-27 strategic plan (Main achievements of 1st term: contributed to unleashing €25m of R&D co-financed by cluster members and public institutions, rebranding, 1 scientific publication on Water Contaminants of Emerging Concern).
- 2019 to present **Italian Energy Technological Cluster** (Rome, Italy). – **Member** of the steering committee in representation of regional associations.
- 2022 **B20** (Jakarta, Indonesia). – **Member** of the B20 Energy, Sustainability, and Climate Task Force.
- 2021 **B20** (Rome, Italy). – **Member** of the B20 Energy & Resource Efficiency Task Force.
- 2016 - 2020 **Confindustria** (Rome, Italy). – **Member** of the Committee for Association international expansion.
- 2017 – 2019 **Confindustria** (Rome, Italy). – **Member** of the General Committee.
- 2018 **B20** (Buenos Aires, Argentina). – **Co-chair** of the B20 SME Development Task Force.
- 2017 **B20** (Berlin, Germany). – **Member of the Coordination Group** of the Financing Growth & Infrastructure Task Force.
- 2015 – 2017 **Confindustria Alto Milanese** (Legnano, Italy). – **Vice President** of the steering committee of the local Chapter.
- 2014 – 2017 **Confindustria Young Entrepreneurs** (Rome, Italy). – **Responsible** for International and European affairs and Strategic Alliances.
- 2014 – 2017 **Confindustria** (Rome, Italy). – **Member** of the Committee for Europe.
- 2012 – 2017 **Lombardy Energy Cluster** (Legnano, Italy). – **Member** of the steering committee and responsible for the Creativity task-force (brand awareness, social network, exhibitions, enlargement of cluster to financial institutions).
- 2016 **Yes for Europe** (Brussels, Italy). – **2016 President** of the European Confederation of Young Entrepreneurs (increased membership base including German associations and topping 50,000 young entrepreneurs, launched partnership with Unilever and the European Youth Forum, signed a joint declaration with US young entrepreneurs on sustainable and responsible Transatlantic Tradem, member of the SME Envoy).
- 2016 **B20** (Beijing, China). – **Member** of the B20 SME Development Task Force.
- 2014 – 2016 **Confindustria** (Rome, Italy). – **Member** of the Technical Group on Europe.
- 2015 **B20** (Ankara, Turkey). – **Member** of the B20 SME & Entrepreneurship Task Force.
- 2014 – 2015 **Yes for Europe** (Brussels, Italy). – **Vice-President** of the European Confederation of Young Entrepreneurs (Speaker at EYEC-I in Athens, EYEC-3 in London and EYEC-4 in Katowice, Organization of EYEC-2 in Rome).
- 2011 – 2014 **Confindustria Alto Milanese** (Legnano, Italy). – **President** of the local Association of Young Entrepreneurs and Vice President of the Chapter.
- 2011 – 2014 **G20 YEA** – **Sherpa** of the Italian delegation of Young Entrepreneurs of Confindustria at the **G20 Young Entrepreneurs' Alliance**, an international platform for cooperation and networking amongst Y.E. (Speaker at Nice, Mexico City and Moscow summit; Organization of Capri Assembly; Speaker at Mumbai CAAYE Summit).
- 2009 – 2011 **Confindustria Alto Milanese** (Legnano, Italy). – **Vice President** of the local Association of Young Entrepreneurs (tasks: internal relations).
- 2010 – 2011 **MAME YE Network** – Active member of the **Mediterranean, African and Middle East Young Entrepreneurs Associations' Network**, a project started by the Commission for International Affairs of Young Entrepreneurs of Confindustria.

LANGUAGES

- **Italian:** Mother tongue.
- **English:** Proficiency level.
- **Spanish:** Intermediate level – B1 Level at Instituto Cervantes (2003).

SUMMARY OF SKILLS

- Communication skills:
 - Communicative / interpersonal skills;
 - Advanced language skills.
- Organizational / managerial skills:
 - Management of international networks;
 - Team and leadership skills;
 - Cross-cultural exposure.
- Job-related skills:
 - Project management skills and experience;
 - M&A and investment planning.
- Excellent knowledge of informatics.

INVESTMENTS

- **Fortuna Vini** (Italy, 2014, startup aiming at promoting tailor-made Prosecco wine abroad).
- **Limpa Energy** (Maputo, 2015, Mozambique-based, social enterprise introducing safe, sustainable cook stoves in households across Africa).

VARIOUS

- **Coating Industry Certificates:** NACE Coating Inspector Level 1 – Certified (May 2009)
- **GMAT Test:** 690 (April 2004).
- **Sport Activities:** Soccer, Sailing, Basketball.
- **Others:** Blood donor since 2000, Red Cross First Aid Certificate (2002).