



**CURRICULUM VITAE**  
**SPARANO SIMONE**  
*UnionCamere Campania*

*Head of Department of EU, National and Regional funding Programmes and Head of Brussels Office.*

**PERSONAL INFORMATION**

**Name** **SIMONE SPARANO**  
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**E-mail** **simone.sparano@cam.camcom.it**  
**Nationality** Italian  
**Date of birth** 08/03/1972

**WORK EXPERIENCE**

- **Dates (from – to)** **July 2007 - today**
- **Name and address of employer** **Unioncamere Campania - Union of Chambers of Commerce, Industry, Handicrafts, and Agriculture of Campania.**  
*Regional Association of Chambers of Commerce.*  
*From May 2011-Head of Department of EU, National and Regional funding Programmes and Head of Brussels Office”.*
- **Type of business or sector**
- **Occupation or position held**
- **Main activities and responsibilities**  
Providing support and assistance on internationalization and innovation business.  
Monitoring of EU policies, programs and legislation.  
EU Proposal writing (COSME, Horizon2020).  
Partners research and management.  
EU Project Management.  
Providing information to local authorities on EU policies, programs and legislation.  
Technical assistance for proposal writing, submission and management of European projects  
Training of local entrepreneurs and organizations.  
Networking and building contacts with European Institutions and other European Representative offices in Brussels.  
Supporting local SMEs for access to EU financing.  
Assistance services on IPR issues - collaboration with PATLIB (PATent LIBrary), and PIP (Patent Information Point).  
Promoting competitiveness of local SMEs (advisory and specialized services).  
Implementing training models to increase the capacity of entrepreneurs.  
Promoting youth employment policies.  
Guidance on effective energy management.  
Advisory Services for Digital Transformation.  
Encouraging the creation of start-ups and increase innovation (advisory and specialized services)  
Access to finance for SMEs (advisory and specialized services).  
Editor of the weekly web news on European funding, legislation and cooperation opportunities from 2012 to 2021.  
Co-editing of the monthly newsletter-Unioncamere Campania and Enterprise Europe Network 2012 to 2021.

Editor of the monthly newsletter on European funding, legislation and cooperation opportunities "EuroCampania news" from 2007 to 2012.

*Involvement in designing and management of the following projects co funded by the UE:*  
Enterprise Europe Network COSME (2008-2021); Support yang SMEs scaling up - BRIDGE UP project 2017-2018; Intelligent energy -STEEEP project 2013-2016; Invest in Med 2013-2016; Communication action on CAP 2009; Asia Invest 2008.

#### **Enterprise Europe Network COSME (2008-2021)**

- Project coordinator for Unioncamere Campania.
- Member of the EEN Sector group Aeronautics, Space and Defence.
- Member of the EEN Sector group Tourism and Cultural Heritage.
- Working groups Member Single Market (ex TCP Taxation).

**• Dates (from – to)**

**• Name and address of employer**

**• Type of business or sector**

**• Occupation or position held**

**• Main activities and responsibilities**

*September 1997- July 2007*

*Camera di Commercio Industria Artigianato e Agricoltura di Napoli, via S. Aspreno 2 Napoli (Italy)*

*Chamber of Commerce*

*Head of Brussels Office*

*Start-up of the office*

*Developing contacts with European institutions and other European representation offices in Bruxelles*

*Providing information to local authorities on EU policies, programs and legislation*

*Technical assistance for the elaboration, presentation and management of European projects*

*Training of local authorities*

*Involvement in following projects: ASIA-Interprise 2001 ASIA-Interprise 2003, FP6 for RST, FP7 RST, AL-invest.*

**• Dates (from – to)**

**• Name and address of employer**

**• Type of business or sector**

**• Occupation or position held**

**• Main activities and responsibilities**

*February 1997- September 1997*

*Sinecho International SA*

*Consultancy in EU policy*

*Consultant*

*Monitoring of EU policies and legislations*

*Training and information on EU policy and legislations*

*Technical assistance for the elaboration, presentation and management of European projects*

**• Dates (from – to)**

**• Name and address of employer**

**• Type of business or sector**

**• Occupation or position held**

**• Main activities and responsibilities**

*February 1997- September 1997*

*Project consulting S.p.r.l.*

*Consultancy in EU policy and legislation*

*Consultant*

*Monitoring of EU policies and legislations*

*Training and information on EU policy and legislations*

*Technical assistance for the elaboration, presentation end management of European projects*

## **EDUCATION AND INTERNSHIPS**

**• Dates**

*1997*

**• Name and type of organisation providing education and training**

*Università degli Studi di Napoli - Federico II*

*Economia e Commercio (Economics)*

**• Principal subjects/occupational skills covered**

*Final work in Commercial law: "European directive on abusive practices in banking contracts"*

**• Title of qualification awarded**

*Master's Degree in Economics and Business: 110/110*

**PERSONAL SKILLS  
AND COMPETENCES**

**MOTHER TONGUE**

**ITALIAN**

**OTHER LANGUAGES**

|                         | <b>ENGLISH</b> | <b>FRENCH</b> | <b>GERMAN</b> |
|-------------------------|----------------|---------------|---------------|
| • <i>Reading skills</i> | EXCELLENT      | GOOD          | GOOD          |
| • <i>Writing skills</i> | EXCELLENT      | GOOD          | GOOD          |
| • <i>Verbal skills</i>  | EXCELLENT      | EXCELLENT     | GOOD          |

**Social skills and competences**

- Experience of Team work and project management.
- Ability to work individually and as a team member.
- Communication, Speaking and Presenting.
- Networking and business relationships strategy.
- Coordination among SMEs top-level decision-makers, professors, researchers.

**Organisational skills and Competences**

- Project management (Project Cycle Management).
- Organisation of communication actions, events, missions, meetings, brokerage and networking events workshops, and trainings.
- Technical knowledge on European policy, internationalization, digitalization and innovation.
- Expert of EU, regional and national funds.
- Assistance and support for SMEs in: development business, internationalization, internal market, access to finance and digitalization.
- Business cooperation and cross border partnering activities- B2b event and partnering opportunities.
- Training on European policies and financial opportunities SMEs.
- IMP<sup>3</sup>rove Guide - methodology for Innovation Management Assessment.

**Technical skills  
and competences**

MS Office (Word Processing, Excel, Power Point)  
Internet, MS Outlook.  
B2Bmatch experienced user -www.b2bmatch.com: B2B Matchmaking Events and scheduled B2B MERLIN – Bridge Economies Web Platform.

**Driving licence(s)**

B, A1.

**Last training**

- Training path6\_ **Project working internationalization-specialization skills**. Unioncamere nazionale - Istituto Tagliacarne (21 hours)- Staff Skills Development and Enhancement 2021.
- Training path6\_ **Access and participation in European and international tenders**. Unioncamere nazionale - Istituto Tagliacarne (9 hours of course) 2021.
- Training path1\_ - The discipline of state aid: updates and insights - Staff Skills Development and Enhancement 2021.
- Training path4\_ **European experiences -Financial instruments for SMEs**- Unioncamere nazionale - Istituto Tagliacarne Staff Skills Development and Enhancement 2020.
- IMP<sup>3</sup>rove Training "**Introduction to the IMP<sup>3</sup>rove Approach**"- European Innovation Management Academy 2020.
- IMP<sup>3</sup>rove Training "**Introduction to the Digital Innovation Quotient**"- European Innovation Management Academy 2020.
- Training on **access to finance** in collaboration with the Italian Ministry economic development - Invitalia 2018.
- Training path 1\_ **Job and career orientation** Unioncamere nazionale - Istituto Tagliacarne Staff Skills Development and Enhancement -2017.
- Training path 2\_ The Chambers of Commerce for **Digital Innovation** Unioncamere Nazionale -

Istituto Tagliacarne  
Staff Skills Development and Enhancement -2017.  
-Training path 3\_ **E-government: the digital Chamber of Commerce** Unioncamere Nazionale Istituto Tagliacarne Staff Skills Development and Enhancement-2017  
-Training "**Financial Management of EU Structural and Cohesion Funds: Moving from 2014-2020**" European Institute of Public Administration- 2016  
-Training "**Project management cycle - Direct funds** " European Institute of Public Administration- 2016.

## PUBLICATIONS

### PUBLICATIONS ON EUROPEAN MATTERS FROM 1996-2021.

*Editor of articles for websites and newsletters of Unioncamere Campania and local stakeholders 2017-2021:*

- Editor of dossier "Single Market programme" 2021.
- Editor of dossier "Recovery plan".
- Editor of dossier "Horizon 2020".
- Editor of dossier "Horizon Europe programme" 2019.

*Editor of articles on SMEs and European issue, for local newspapers:*

- Editor of dossier "the COSME programme".
- Editor of "Research on European policy on agriculture from 2000 to 2009".
- Editor of dossier "Opportunities for the SMEs in the RTD FP" (FP7-FP6-FP5).
- Editor of dossier "Green Deal opportunities for the SMEs".
- Editor of articles for a newsletter on energy efficiency improvement in SMEs 2014-2016.
- Editor of articles for websites and newsletters of Unioncamere Campania and local associations of entrepreneurs, (Confindustria, Confesercenti and Coldiretti) 1998-2017.
- Publication of articles on the newsletter of the Chamber of Commerce of Salerno from 2007 to 2015.
- Editor of "Guida pratica ai finanziamenti comunitari" (Guide to European financing Programmes) (2000-2010).
- Monthly contribution for economic magazine "Il Denaro" from 1998 to 2010.
- Monthly contribution for the newsletter of the Euroinfocenter of Naples "Euro-Sportello Notizie" from 1996 to 2007.

## MAJOR CONFERENCES EXPERIENCE

### PUBLIC SPEAKER ON EUROPEAN MATTERS

- Speaker in several presentations of the EEN network in local events 2008-2021.
- Conference Chairman in Workshop on the EEN network services and opportunities for SMEs-Confindustria Salerno 2021.
- Speaker during the Focus Group Circular Economy -2020.
- Organizer and chairman during the Workshop on Access to finance for SMEs - Innovation Village 2020 - speakers DG grow and European Investment Bank.
- Speaker during the conference "Involving rural people and young people with fewer opportunities: challenges, opportunities and best practices" organized in collaboration with the the University of Naples and Europe direct- 2020.
- Speaker during the round table of experts dedicated to "digitization and SMEs". PID MED – 2019.
- Promoter and organizer of b2b Food & Wine Campania Naples 2018.
- Trainer on European Project and programme cycle management in collaboration with European Institute of Public Administration (EIPA) Salerno 2014- Avellino 2016, Salerno 2016, Salerno 2018.
- Conference Chairman during the Workshop on internationalization of SMEs and Country presentation in, Japan 2018.
- Speaker in Round Tables at European Parliament M.P. Panseri 2014; European Parliament M.P. Gargani 2012; European Parliament M.P. Cozzolino 2013; European Parliament M.P. Patricello 2016; European Parliament M.P. Martuiscello 2017 and 2018.
- Trainer on Implementing Structural Funds (2013-2018) Conference Chairman.
- Conference Chairman in Workshop on finance opportunities for SMEs in Aerospace sector (Naples, 2017).
- Trainer on access to finance in collaboration with the Italian Ministry 2014,2015,2016 and 2017
- Trainer on European Project Design and Management (2008-2016).
- during the Workshop on internationalization of SMEs and country presentation in Filipinos 2016,
- Speaker during the international conference on European opportunities for cultural heritage sector 2016.
- Workshop "Canada Aerospace company mission to Campania" 2013 – Chairman.
- Conferences on the opportunities of intelligent Energy program, Salerno 2013 – Chairman.

- Conferences on EU opportunities MP Andiarà, Salerno 2012- Speaker.
- Conference on new quality labelling for agro food products, Salerno 2012 – Speaker.
- Conference on the opportunities for SME within FP7, (March 2007) – Chairman.
- Conference “The Aerospace sector in Italy: Naples and Turin clusters and opportunities offered by the new EU programmes”, European Parliament, Brussels (February 2007), organizer and speaker.