



PERSONAL INFORMATION

Nationality
Date of birth

GUIDA Daniela

<ul style="list-style-type: none"> ❖ 20 years' experience in the design, coordination and management of projects financed by EU funds (European cohesion programs, European Territorial cooperation programs and Agricultural and Rural Development programs) ❖ Specialized in agriculture and rural development, research and innovation projects in the agro-food sector ❖ Expert in Project Cycle Management (SWOT- analysis; business plan; Goal Oriented Project Planning; logical framework approach -LFA)
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WORK EXPERIENCE

WORK CONTRACT

<ul style="list-style-type: none"> • Dates (from – to) • Name and address of employer • Type of business or sector • Occupation or position held • Main activities and responsibilities
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<p>01/01/2017 – 31/12/2022</p> <p>International Center for Advanced Mediterranean Agronomic Studies of Bari – CIHEAM BARI (IT) Via Ceglie, n. 9 - CAP 70010 Valenzano Bari (IT) Intergovernmental Organization Project Designer</p> <p>Designing of project proposals in the frame of International Cooperation (Interreg, EuropeAid, ENI CBC and national and Regional Programs). A list of main approved and implemented EU projects (CIHEAM BARI, as Lead Partner/Partner):</p> <ul style="list-style-type: none"> • Blue Economy for the Sustainable Towns of Taranto (IT) and Gabès (TUN) – BEST TAG, EUROPAID Fund (Expert on Blue Economy) • Stabilization and socioeconomic development of the Tunisian coastal regions “Nemo Kantara” AICS -the Italian Agency for Development Cooperation, CIHEAM Bari • Enhancing gender mainstreaming for sustainable rural development and food security actions – GEMAISA, AICS -the Italian Agency for Development Cooperation, CIHEAM Bari • Strengthening Raqqa Local Administration to Support the Rural Communities (Syria) – Phase III (RA.LA III), CIHEAM Bari • Strategic, Interreg Italia Albania Montenegro 2014-2020: “Food4Health” • Standard, Interreg Italia Albania Montenegro 2014-2020: “Agri-food Fertilization Innovation Labs” - FILA • Standard, Interreg Italia Albania Montenegro 2014-2020: “Cross border Olive Oil” CBOIL • Standard Greece Italy 2014 – 2020: Cross Border Agri-food Incubators- INCUBA • Service Facility, Horizon 2020 - «Peer-to-peer learning and stakeholder networks in support of Tunisia’s Association to Horizon 2020”
<p>01/04/2021-30/04/2022</p> <p>REGIONE PUGLIA, ASSET – Strategic Regional Agency for the Eco-sustainable Development of the Territory. via G. Gentile, 52 – Bari (IT)</p> <p>Green and Blue Economy Expert</p> <p>Technical support for the application of the "<i>Feasibility Study for the enhancement of sustainable aquaculture (Mar Piccolo of Taranto) and for the implementation of eco-systemic services to strengthen the environmental sustainability of the area</i>"</p>
<p>Jun. 2005– Apr 2017</p> <p>Agriplan s.r.l, Via Amendola 166/C, 70126 Bari (IT) Agriplan Consultants Ltd - Research and services company</p>

- Occupation or position held
- Main activities and responsibilities

Position: DIRECTOR from 2008 to 2014 (FULL TIME CONTRACT)

- Coordination and supervision of human resources.
- Fund raising activities and creation of strategic partnerships and networks.
- Project designing and management of projects financed by EU, national and regional funds
- Coordination of working groups for the submission and implementation of projects.
- Technical Assistance to public institutions (PAs, Universities, Municipalities, etc.) and private organizations (SME's, Producers organizations, Networks, etc.) for the submission, implementation and reporting of EU, national and regional Projects.
- Quality Management (quality system UNI EN ISO 9001:2008) for Agriplan srl.
- Research, design, and publication of studies on behalf of Agriplan srl.

Position: CONSULTANT from 2005 to 2008 and from 2014 to 2017

Fund raising activities, designing activities of project proposals in the framework of EU, National and Regional opportunities (Interreg Greece-Italy 2014-2020; Interreg MED 2014-2020; Interreg Europe 2014-2020)

A list of main approved and implemented EU projects:

- SIMARK - "Innovative marketing for the internationalization of SMEs in the agri-food sector Puglia", (ERDF OP PUGLIA 2007-2013 Axis I, Measure 1.1).
- Regional Integrated Project "BiodiverSO for fruit and vegetable products", Measure 214, Action 4 a) and Measure 10.2 Rural Development Plan of Puglia Region (RDP) 2007-2013, 2014-2020, 2016-2017 (UNIBA, lead partner).
- PIF -Integrated Projects of Agri-food Chain (wine, fruit & vegetables, cereals, olive oil) of the Rural development Program -RDP Puglia 2007-2013, Axis n. I "Competitiveness and Innovation".
- Project management of the Productive District of agri-food product in SALENTO -DAJSNET (2013-2016). Project Coordination "Implementation of the IT platform for the Territorial Integrated Project n.8" (AGRIPLAN Ltd/Municipality of Lecce).
- Gluten Free Project, Industry 2015 - Ministry of Economic Development: Innovative market research integrated with a CRM system for the ongoing assessment of the customer on the gluten-free characteristics of the products made from wheat flour.
- Local Development Plans, Leader approach - Rural Development Plan Apulia Region 2007-2013: Local Action Groups (LAGs) Luoghi del Mito, LAG Terra d'Otranto, LAG Terre del Primitivo; LAG Terra dei Messapi; LAG Valle delle Cupa;
- Transnational project "Network of food and wine itineraries" - Axis 4 "Leader Approach" RDP Apulia Region 2007-2013. Technical Assistance to the LAG "Luoghi del Mito", lead partner.
- Territorial cooperation project "Sustainable Tourism Network" - Axis 4 "Leader Approach" RDP Apulia Region 2007-2013. Technical Assistance to the LAG "Terra d'Otranto", lead partner.
- TEINET – "Transnational Itineraries for the promotion of a food cultural model Made in Italy ", local Action 2.2 ", Puglia RDP 2007-2013). Technical Assistance to the LAG Murgia Più, partner.

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Oct. 14 – Oct 2015

Association of producers of cereals of Murgia - DOP, Via Santacroce n. 3, 70122 Altamura (BA)

Producers Association

Consultant

Analysis, research and studies in the framework of Regional Integrated Project "Biodiversity for cereals and legumes products", Measure 214, Action 4 a). RDP Puglia 2007-2013.

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Jun 2007-Dec 2008

Puglia Region – Cultural Heritage Area, Via Gobbetti, 23 – Bari, Italy

European Territorial Cooperation

Project Manager

Coordination and project management of the project named "Folklore and Mediterranean Culture" - Greece-Italy 2007-2013

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April 2001 - July 2005

Formez, Via Rubicone 11 00198 **Roma, IT**
Training & Study Centre
Project Consultant

- ❖ Fund raising activities
- ❖ Research, design and publication of studies on behalf of Formez (Web EuroPA Project and Local Development Agencies Observatory Project)
- ❖ Disseminating information on European structural funds and local development programs

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May 2002 - 31 December 2004.

Area s.r.l. Via Firenze, 43 00184 **ROMA (IT)**
Business and Financial Planning Company
Project Consultant, Economist

- ❖ Fund raising activities
- ❖ Project management of rural development programmes financed by the European Agricultural Guidance and Guarantee Fund (EAGGF).
- ❖ Research, design and publication of studies on behalf of Area Ltd

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July 1999 - December 2001.

Aug. 2006 – December 2007

Inea (Istituto Nazionale di Economia Agraria) Via Barberini, 36 00186 **Roma, IT**
National Institute of Agrarian Economics
Researcher

Evaluation of transnational cooperation projects proposed by the Local Action Groups (LAGs) in the area of local products, environment, culture and rural tourism (Leader II Program - Liaisons Entre Actions de Developpement de l'Economie Rurale)

Involvement in the following **research working groups**:

1. "Transnational cooperation projects in rural development programs - Leader II"
2. "Rural Development research activity in the framework of the Leader II Programme" (National Network for rural development Project)
3. "Community agricultural policy and rural development - MIDA agriculture project"

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October 1998 - 1999.

Leader European Observatory, Chaussee St. Pierre, 260 - B-1040 **Brussels (Europe)**
European Local Development Association
Consultant

Evaluation of transnational cooperation projects proposed by the Local Action Groups (LAGs) in the area of local products, environment, culture and rural tourism (Leader II Program - Liaisons Entre Actions de Developpement de l'Economie Rurale)

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February 1996 - 1998.

Rural European Carrefour of Puglia Corso Cavour, 249, 70121 **Bari, IT**
European Center of Rural Animation and Information
Intern

- ❖ Fund raising activities
- ❖ Partner research activity for European and transnational projects.
- ❖ Editor of the monthly newsletter "Agriambiente"

TRAINING**10-Janvier 2020**

Training course on the Security Risk Management: case studies and SWOT analysis
 CIHEAMB –Mediterranean Agronomic Institute of Bari, Via Ceglie n.9, 70010 – CAP 70010, Valenzano (BA)

04-6 July 2018

Training course on the “Theory of the Change”
 CIHEAMB –Mediterranean Agronomic Institute of Bari, Via Ceglie n.9, 70010 – CAP 70010, Valenzano (BA)

09-10 Jan 2018

Training workshop in EU/PRAG – Practical Guide to contract procedures for European Union external actions and Contract Management
 CIHEAMB –Mediterranean Agronomic Institute of Bari, Via Ceglie n.9, 70010 – CAP 70010, Valenzano (BA)

19- 21 Jun 2014

Course on Horizon 2020 – SME Instrument 2014-2020
 Obiettivo Europa srl, Rome, Italy

Nov. 2010 - March 2011

Course on Accounting business - Intrapresa management, Bari, Italy

Oct. 2007 – Feb. 2008

Course in Project Management – UniVersus, Bari, Italy

19-20 Nov. 2003

Course in Business Plan - Area s.r.l. Bologna, Italy

June – Nov. 2001

Master in Net Management – Formez, Roma, Italy

February 2001- May 2002

“Local Development Expert” Master – Formez, Napoli, Italy

14 Oct. 1996 - 21 Oct. 1996

Course in Information Management on the European Union
 SIOI (Italian Society of International Organization), Roma, Italy

EDUCATION

- 1998 **National Confederation HandiCraft - Bruxelles, Belgium**
 Internship in the framework of the Leonardo Program
- 1997 **University of Bari – Bari, Italy**
 Degree in Economics
- 1996 **Lyon European University – Lyon, France**
 Summer school in Law, Economics and Policies of the European Union.
- 1995 **University of Paris VIII, St. Denis – Paris, France**
 European grant in the framework of the Erasmus Program

PERSONAL SKILLS AND COMPETENCES**MOTHER TONGUE**

Italian

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

ENGLISH FRENCH

Fluent	Fluent
Fluent	Fluent
Fluent	Fluent

ORGANISATIONAL SKILLS AND COMPETENCES

Coordination and administration of people, projects and budgets

Skills and competences in:

- ❖ Project Designing and Management (Project Cycle Management).
- ❖ European policy and programs (Structural funds, European Territorial cooperation, Community Agriculture Policy -CAP, Blue Economy).

	<p>❖ Lectures in community agriculture policy (CAP), rural and coastal development, project cycle management in the frame of training courses financed by the European Social Fund and by other public funds.</p> <p>The organizations where I am currently working, the CIHEAM Bari and the ASSET – Strategic Regional Agency for the Eco-sustainable Development of the Territory are very active in promoting sustainable development projects focused on inclusive development in the Mediterranean area and focused on PUGLIA region. This has helped me to develop a strong passion for sustainable programs at Mediterranean level. I am involved in institutional capacity building and in the project development, adopting different tools, methodologies as well as innovative and multi-stakeholders' approaches (theory of change, and logical framework, Open Innovation, etc. resultbased approach).</p>
<p>TECHNICAL SKILLS AND COMPETENCES <i>With computers, specific kinds of equipment, machinery, etc.</i></p>	<p>Very good knowledge of: Windows, Microsoft Office, Internet Browsers</p>

I authorise the use of my personal data according to Legislative Decree N°196/03

Bari, 12/09/2022, Daniela Guida

For further information on my previous experiences, attached to this C.V., a list of the teachings performed in Italy and abroad with a particular focus on PCM - Project Cycle Management:

- Appendix n. 1 - Teaching statement

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30/05/2022 – 01/06/2022

Tricase (LE)

Headquarter of CIHEAM Bari (International Center for Advanced Mediterranean Agronomic Studies of Bari)

Advanced Specialized Course in “Sustainable Development of Coastal Communities” (Second edition)

Lecturer on “*The Project Cycle Management - PCM*” (in English)

13-15 April 2022

Valenzano (BARI)

CIHEAM Bari (International Center for Advanced Mediterranean Agronomic Studies of Bari)

Master of Science Program in “*Sustainable Agro-ecosystems and Resilience (SARe)*”

Lecturer on “*The Project Cycle Management / Technical and Practical Issues*” (in English)

15-18 September 2021

Tunis, Tunisia

Agriculture and Rural Development Ministry (Carthage Hotel)

Advanced Training Course Projet « *Stabilisation et Développement Socioéconomique des Régions côtières Tunisiennes* » - Nemo

Kantara, CIHEAM BARI

Lecturer on “*The project cycle management*” (in French).

18 -20 May 2021

Tricase (LE)

Headquarter of CIHEAM Bari (International Center for Advanced Mediterranean Agronomic Studies of Bari)

Advanced Training Course in “Sustainable Development of Coastal Communities” (first edition)

Lecturer on “*Theory of change*” and “*How to write a project proposal financed by public fund*” (in English)

25 June 2020

Remote Technical Assistance (online)

Advanced Training Course "Innovation Broker" in the framework of FILA project (Interreg Italy Albania Montenegro 2014- 2020)

Lecturer on “*Theory of change*” (in English).

1 July 2020

Remote Technical Assistance (online)

Training Course in the framework of the project “ORGANIC ECOSYSTEM - Boosting cross border Organic Ecosystem through enhancing agri-food alliances” (CIHEAM BARI Partner)

Lecturer on “*Tender or call to investments: drafting and publication*” (in English).

3 July 2020

Remote Technical Assistance (online)

Training Course in the framework of the project “ORGANIC ECOSYSTEM - Boosting cross border Organic Ecosystem through enhancing agrofood alliances” (CIHEAM BARI Partner)

Lecturer on “*Business Plan*” (in English).

23-25 July 2019 Korca – Albania (Local Food Hub)

Regional Training Program

Lecturer on “*Best Practices - Building Success of Food Hubs Through Experiences*” (in English).

5-6 -10-11-12-13 December 2018

Remote technical Assistance CIHEAM BARI

Lecturer on *project sustainability* (Training course for Syrian technicians, ONG, etc) (in English).

23-27 April 2018

Gaziantep - Turkey

Program “Agriculture and Livestock support for the Syrian People” implemented by CIHEAM Bari (International Center for Advanced Mediterranean Agronomic Studies of Bari, IT) and funded by the Italian Ministry of Foreign Affairs and by UK DFID.

Lecturer on *project cycle management and project design* (in English).

18-23 June 2018

Sfax and Sousse, Tunisia

Service Facility «Peer-to-peer learning and stakeholder networks in support of Tunisia’s Association to Horizon 2020”

Lecturer on “*How to write a competitive proposal; Budgeting and financial issues; Concept note /Submission/Logicframe/ Evaluation criteria and process*”. (in English).

12 Dec 2017

Mediterranean Agronomic Institute of Bari (IT).

Project «Management of Natural Resources» Study delegation visit
of Ministry of Local Affairs and Tunisian Environment.
Lecturer on *"Farms inside protected areas: opportunities for funding"* (in French).

12 Oct 2015

National Tourism Association (AITR), Rome – Italy

Lecturer on the *European Opportunity 2014 2020 for SME's* (web platform) (In Italian)

25-26 Jan 2007

University of Salento (Lecce, Italy)

Territorial Integrated Project n. 8, Puglia Region Operational Programme ESFR OP 2000-2006

Lecturer on the *Common Agriculture Policy Reform* (in Italian).

30 Jan 2007

Bari, Headquarter of FORMEZ Rome

Advanced Training Course on regional governance (8 hours)

Lecturer on *European Project Management and structural Funds* (in Italian).

19/01/2007, 22/01/2007, 23/01/2007

Bari, Headquarter of FORMEZ Rome

Advanced Training Course on regional governance (24 hours)

Lecturer on *International cooperation* (in Italian).

9 October 2006 to 26 October 2006

Sofia - Bulgaria

EU Phare Twinning Program – coordinated by Formez (Via Rubicone 11, Roma, IT) and Ministry of Economics and Development (Sofia-Bulgaria)

Instructor and technical assistant in Sofia (Bulgaria) for the EU Phare Twinning Programm. Tutoring in the design and management of the European Fund of Regional (in English).

24/011/2006

Bari, Headquarter of FORMEZ Rome

Advanced Training Course on regional governance (8 hours)

Lecturer on *European Project Management and structural Funds* (in Italian).

6 April 2004 - 9 April 2004

Prague, Czech Republic EU Phare Twinning Program coordinated by Formez (Via Rubicone 11, Roma, IT) and Ministry for Regional Development (Prague, Czech Republic)

Instructor and technical assistant in Prague for the EU Phare Twinning Program. Tutoring in the design and management of the European Fund of Regional Development; Building implementation capacity for Structural Funds (in English).

January 2002 - 16 March 2002.

Forano (Rieti - IT)

Public Institute of Environment and Agriculture (IPAA) School

Lecturer of *rural tourism* in Forano (Rieti) within the regional course of the European Social Fund (in Italian).