

Curriculum Vitae

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Education and Professional Qualifications:

- Member of the board Consulenza aziendale (Management Consulting) at the Ordine dei Dottori Commercialisti ed Esperti Contabili - Ragusa (Italian Association of Chartered Certified Accountants), since 2010.
- Qualified as an Internal Auditor of Quality Management Systems - Iso 19011:2002-2007 (2007).
- Qualified as a Teacher of Economic, Accountancy and Legal subjects in Upper Secondary State Schools, since 2001.
- Post-Graduate Professional Manager Certification - Central Connecticut State University (2000).
- Post-Graduate Certificate in Business - Central Connecticut State University (1999).
- Qualified as a Registered Auditor at the Registro dei Revisori Contabili (Italian Register of Statutory Auditors) (1998).
- Qualified as a Member of the Ordine dei Dottori Commercialisti ed Esperti Contabili (Italian Association of Chartered Certified Accountants) (1995).
- Degree in Business Administration - University of Messina 100/110 (1992).

Experience:

I'm a Chartered Accountant and Registered Auditor with broad experience in Accounting and Corporate Finance. As the owner of my own Consulting Business, since 1995, i specialise in:

- **Strategic planning**
- **Financial Modelling**
- **M&A Advisory and Grant Funding**
- **Bankruptcy, Restructuring advisory & Turnaround Management**
- **Training**
- Business Consultant, partner and co-founder at Area Project Srl, an Italian Engineering and Management Consulting firm, since 2002.
- Liquidator of cooperatives and consortiums in crisis on behalf of the Directorate of Industry of the Region of Sicily, since 1997.
- Advisor to the Prosecutor's Office of the Republic in proceedings related to usury and to the Judiciary at the Court of Ragusa in banking litigation, since 1997.
- Subsidized financing for SMEs, since 1995: over € 10.6 million of loans to SMEs for investments for more than 200 client companies in Sicily and Calabria (Italy).
- Member of the Commission for the entry examinations on behalf of the Chamber of Commerce of Ragusa, from 2004 to 2006.

- Business Consultant and Trainer for Consiel Spa, for Scuola Superiore Reiss Romoli Spa and for Telecom Italia Learning Services Spa, providing technical assistance for the creation of new businesses on behalf of Sviluppo Italia Spa (now Invitalia Spa), the Italian National Agency for enterprise development and investment attraction: more than 130 new businesses were created (from 2000 to 2003).
- Strategic advisor for SMEs at the Business Incubators in Palermo and in Ragusa on behalf of Speha Fresia, Rome (from 1997 to 2002).
- Project manager at Italia Lavoro Spa, the Italian Government agency specializing in Labour Active Employment Policy. The project was aimed to outsourcing public services and I was also responsible for the technical assistance to local authorities (business planning for SMEs): more than 380 workers were subsequently stabilized in the entire region of Sicily (from 1999 to 2000).
- Accountant at Salvatore Criscione, Chartered Accountant and Registered Auditor, Ragusa (from 1992 to 1995).

Teaching:

Along with my consultancy activities I'm often involved in training programs and seminars as a designer of training programs, teacher or lecturer for many agencies, companies and institutes.

Among others:

- Comitato Impresadonna - Bologna
- Ecipa Umbria - Confederal Board of Vocational Education for the Crafts and SMEs - Perugia
- Fondazione IG Students - Rome
- Mondimpresa - Agency for Enterprise Globalization - Rome
- University of Catania at the Master's Degree in Customer Care and Consumer Protection - Catania

Studies, publications, research, software:

- Content manager of:
 - www.crescitapmi.it, website dedicated to the empowerment of SMEs.
 - www.indipendenzafinanziaria.it, website specializing in financial planning.
- Design and direction of research: "Developing skills in territorial systems-monitoring skills needs in SME", Chamber of Commerce of Ragusa (2007).
- "The creation and establishment of a business in the field of food and beverages - Aspects of management and administration", Chamber of Commerce of Ragusa (2006).
- Design and direction of research: "Undeclared work in the handicraft sector in the province of Ragusa", commissioned by the National Confederation for the Craft and SME (2000).
- Software applications for Management (Excel + Visual Basic).
 - Break Even Analysis 3.2
 - Financial Planning 2.2
 - Business Plan 2.1
 - Basilea 1.5

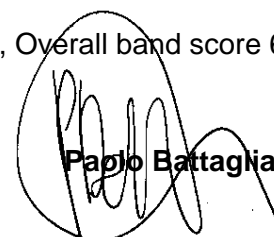
Languages:

Italian: mother tongue

English: excellent spoken and written skills (IELTS Exam – 19 June 2010, Overall band score 6.5)

French: to a good standard

London, 27 April 2011



Paolo Battaglia