

# MICHELE MARCONI

## WORK EXPERIENCE

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- 03/2018 – CURRENT
- **BUSINESS DEVELOPMENT MANAGER – GAHO**
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  - Prospect for potential new clients and turn this into increased business.
  - GIS application to develop best business opportunity
  - Cold call as appropriate within South East Asia markets to ensure a robust pipeline of opportunities.
  - Meet potential clients by growing, maintaining, and leveraging networks.
  - Identify potential clients, and the decision makers within the client organisation.
  - Research and build relationships with new clients.
  - Set up meetings between client decision makers and company's practice leaders/Principals.
  - Work with a team to develop proposals that speak to the client's needs, concerns, and objectives.
  - Participate in pricing the solution/service.
  - Handle objections by clarifying, emphasising agreements and working through differences to a positive conclusion.
    - Hue, Vietnam
- 04/2018 – 06/2020
- **ADJUNCT PROFESSOR – Università Politecnica delle Marche**
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  - COMBINED COURSE: HARD AND SOFT SKILLS FOR MARINE SPATIAL PLANNING - Marine GIS and Spatial Planning
    - Ancona, Italy
- 06/2017 – 12/2017
- **HEAD OF SUSTAINABILITY – LPFOODS Pte LTD**
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  - Coordinator of Fisheries Improvement Project. Mapping fisheries resources. Aquaculture facilities mapping and planning.
    - Singapore, Singapore
- 05/2017 – 05/2017
- **LECTURE – Università Politecnica delle Marche**
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  - Taught integrative course on GIS application to marine habitat mapping
    - Ancona, Italy
- 11/2016 – 11/2016
- **LECTURE – Università Politecnica delle Marche**
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  - Taught integrative course on GIS application to Civil Protection
    - Ancona, Italy
- 06/2016 – 06/2016
- **LECTURE – Università Politecnica delle Marche**
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  - Taught integrative course on GIS application to marine habitat mapping
    - Ancona, Italy
- 01/2016 – CURRENT

- **CONSULTANT – Larocca Associates**

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GIS expert for logistic planning, industrial plan design, Environmental Impact Assessment and Information and Communication Systems integration

- Hong Kong

- 10/2015 – 12/2015

- **CONSULTANT – Food and Agriculture Organization of the United Nations**

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GIS expert for mapping climate change impact on agriculture production in Africa

- Rome, Italy

- 05/2015 – 05/2015

- **LECTURE – Università Politecnica delle Marche**

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Taught integrative course on GIS application to environment conservation

- Ancona, Italy

- 06/2014 – 10/2014

- **CONSULTANT – Food and Agriculture Organization of the United Nations**

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GIS expert for the FP7 project "ClimAfrica Project" (Modeling the impact of climate change on agriculture production in Africa)

- Rome, Italy

- 05/2014 – 05/2014

- **LECTURE – Università Politecnica delle Marche**

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Taught integrative course on GIS application to environment conservation

- Ancona, Italy

- 11/2013 – 04/2014

- **CONSULTANT – Food and Agriculture Organization of the United Nations**

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GIS expert for the FP7 project "ClimAfrica Project" (Modeling the impact of climate change on agriculture production in Africa)

- Rome, Italy

- 08/2013 – 09/2013

- **CONSULTANT – Consorzio Interuniversitario Scienze del Mare**

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geographical database design for the MPA of Portofino (Italy)

- Rome, Italy

- 06/2013 – 07/2013

- **CONSULTANT – Food and Agriculture Organization of the United Nations**

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GIS expert for climate change and disaster risk reduction in Nepal

- Rome, Italy

- 04/2013 – 06/2013
- **LECTURE – Università Politecnica delle Marche**
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- Taught integrative course on GIS application to marine science
  - Ancona, Italy
- 01/2013 – 04/2013
- **CONSULTANT – COFAD**
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- GIS trainer for the personnel of the Ministry of Fisheries and Marine Resources of Sierra Leone.
  - Freetown, Sierra Leone
- 08/2012 – 09/2012
- **CONSULTANT – Food and Agriculture Organization of the United Nations**
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- GIS expert for hazard and vulnerability mapping in Nepal
  - Rome, Italy
- 11/2011 – 02/2012
- **CONSULTANT – Gruppo Volontariato Civile**
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- GIS expert for disaster risk reduction of coastal flood in central Vietnam
  - Hue, Vietnam
- 11/2009 – 10/2011
- **POSTDOCTORAL SCIENTIST – Università Politecnica delle Marche**
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- GIS application to earthquake hazard and vulnerability assessment in collaboration with the Department of Civil Protection of Marche
  - Ancona, Italy
- 11/2008 – 10/2009
- **CONSULTANT – Food and Agriculture Organization of the United Nations**
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- Marine Biologist consultant for the assessment of the status and the gap of central Vietnam fisheries
  - Hue, Vietnam
- 06/2007 – 09/2007
- **CONSULTANT – Food and Agriculture Organization of United Nations**
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- GIS expert for the UNFAO project IMOLA (Integrated Management of Lagoon Activities) at Hue (Vietnam)
  - Hue, Vietnam
- 10/2005 – 05/2007
- **INTERNSHIP – Food and Agriculture Organization of the United Nations**
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- Internship at the UNFAO project IMOLA (Integrated Management of Lagoon activities) at Hue (Vietnam)

- Hue, Vietnam
- 10/2001 – 10/2003
- **FELLOWSHIP – Università degli Studi di Siena**
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- GIS mapping of the geological feature of Marche Region. It included an internship of 12 months at the Cartographic Office of Marche Region, Ancona (Italy)
  - Siena, Italy

## EDUCATION AND TRAINING

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- 01/11/2003 – 31/01/2008 – Ancona, Italy
- **DOTTORATO DI RICERCA IN BIOLOGIA ED ECOLOGIA MARINA – Università Politecnica delle Marche**
- \_\_\_\_\_
- 01/11/1993 – 10/03/2000 – Ancona, Italy
- **LAUREA IN SCIENZE MMFFNN – Università degli Studi di Ancona**
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## LANGUAGE SKILLS

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Mother tongue(s): ITALIAN

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C1	C2	C1	C1	C1
<b>SPANISH</b>	A2	A2	A1	A1	A1

## COMMUNICATION AND INTERPERSONAL SKILLS

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- **Communication and interpersonal skills**
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- excellent communication skill to different level of student after five years of GIS teaching at academic level plus several training course performed in different contest.  
Teaching experience in multicultural settings (Sierra Leone, Vietnam, Italy)