

## PERSONAL INFORMATION

## Marta Castellini



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 <https://www.linkedin.com/in/martacastelliniprofile/>

Gender Female | Nationality Italian

## CURRENT POSITIONS

January 2021 - present

**Research Assistant**

Università degli Studi di Brescia (Italy), Department of Economics and Management, Via S.Faustino 74/B, 25122 Brescia (BS), Italy.

November 2017 - Decemeber 2021

**Phd student**

PhD program in *Analytics for Economics and Management* (AEM) - Università degli Studi di Brescia (Italy), Department of Economics and Management, Via S.Faustino 74/B, 25122 Brescia (BS), Italy.

January 2021 - present

**Research Fellow**

Fondazione Eni Enrico Mattei (FEEM), Corso Magenta, 63, 20123 Milano (MI), Italy.

- Research area: *Modelling Energy Transition (MET)*
- Research project *AWESOME - mAnaging Water, Ecosystems and food across sectors and Scales in the sOuth Mediterranean* (project funded by PRIMA Programme supported by the European Union)

## WORK EXPERIENCE

2019 - 2020

**Associate Researcher**

Fondazione Eni Enrico Mattei (FEEM), Corso Magenta, 63, 20123 Milano (MI), Italy.

- Research Area: 2030 Agenda. Sub-program Environment, Energy, Uncertainty(EEU)
- Research project (from May 2020) *AWESOME - mAnaging Water, Ecosystems and food across sectors and Scales in the sOuth Mediterranean* (project funded by PRIMA Programme supported by the European Union)

2018 - 2020

**Teaching assistant**

Università degli Studi di Brescia, Department of Economics and Management, Via S.Faustino 74/B, 25122 Brescia (BS), Italy.

- Economics (undergraduate level), 40 hours/year.

2011-2016

**International tenders office**

Pa.ind. Srl, 46043, Castiglione delle Stiviere (MN), Italy

- *Business sector*: Import Export - Procurement Service for foreign companies in Oil&Gas field
- *Activities*: Clients RFQs, international tenders review and commercial proposal management (Africa-Middle East, EU, USA).Procurement and Logistics: material take off, suppliers and international orders management (contract, international logistics and customs). Transport cost budget and export finance (foreign currency management and export credit procedures).
- *Skills*: Project management, fast track tenders, international logistics (DDP), African countries.

**2009-2011 Consultant for Grants, Economics and Financial analysis**

25015, Desenzano del Garda (BS), Italy

- *Business sector*: Consultancy firm for Grants and R&D.
- *Activities*: Grants monitoring and analysis, for SME R&D projects. Grant paperwork editing, feasibility study, technical proposal editing, economic and financial cost evaluation and budget. Project monitoring and reporting. Business plans for R&D and Ecoinnovation/Environmental projects and SME investments. Technical reporting and quantitative computation of public subsidies for green investments (incremental approach according to EU regulation).
- *Skills*: Project evaluation and project management, business plan, Gantt, Logical Framework

**2006 Internship**

Huntsman Surface Sciences Italia Srl, 46043, Castiglione delle Stiviere (MN), Italy)

- Analysis of cost system of multinational enterprise

**EDUCATION**

November 2017 - Dicembre 2020

**PhD program in *Analytics for Economics and Management (AEM)***

Università degli Studi di Brescia, Department of Economics and Management, Via S.Faustino 74/B, 25122 Brescia (BS), Italy.

January - February 2019

**Research visiting period**

Yale University, Department of Economics. New Haven, Connecticut (USA)

**2006 - 2008 M.Sc. in International Economics**

Università degli Studi di Brescia, Department of Economics and Management, Via S.Faustino 74/B, 25122 Brescia (BS), Italy.

- Thesis: *Foreign Investments and Exchange Rate: a Real Option Perspective*  
Supervisor: Prof. Sergio Vergalli; Co-supervisors: Prof. Roberto Casarin and Prof. Annalisa Zanola. Topics: Real Options, NPV, foreign investments, exchange rates .
- Evaluation: 110/110 Magna Cum Laude

**2003 - 2006 B.Sc. in Industrial Economics**

Università degli Studi di Brescia, Department of Economics and Management, Via S.Faustino 74/B, 25122 Brescia (BS), Italy.

- Thesis title: *Analysis of cost system of multinational enterprise*  
Supervisor: Prof. Carlo Scarpa.
- Evaluation: 101/110

**1998 -2003 High School Diploma: Accountant (IGEA, law and business)**

Istituto Tecnico Commerciale Francesco Gonzaga, 46043 Castiglione delle Stiviere (MN), Italy.

- Evaluation: 94/110

**TRAINING****2019 Global Quest for Investment Finance for the Low Carbon Economy ( Executive Training Seminar, 11-12th April 2019)**

School of Transnational Governance and the FSR Climate of the European University Institute, 50014, Fiesole (FI), Italy

**2018 NTNU PhD Winter school on Real Options and Commodity Markets 2018, Austria**

Norwegian University of Science and Technology (NTNU), Faculty of Economics and Management

2017 **Project management for EU funding**  
Belgian-Italian Chamber of Commerce, (Belgium)

2016-2017 **ISPI Winter and Summer School**  
Italian Institute for international Political Studies, Milano (MI), Italy  
– *Courses*:: Project Cycle Management, Economic sustainability of social firms and no-profit organizations: from impact investing to crowdfunding, EU Funding, Emerging Africa

2010-2011 **Training course in Internationalization and Foreign Trade**  
Italian Chamber of Commerce, (Italy), Mantova (MN), Italy  
– *Courses*:: Customs, international payments, international contracts, international taxation and Instrastat system, international transports and Incoterms

2009 **Spring School of Economics: Theoretical And Empirical Challenges In Economics**  
Ca' Foscari University of Venice, Venezia (VE) , Italy

#### PUBLICATIONS, WORKING PAPERS AND WORK IN PROGRESS

##### Publications

- 2020 Castellini, M., Menoncin, F., Moretto, M., & Vergalli, S. (2020) "Photovoltaic Smart Grids in the prosumers investment decisions: a real option model." *Journal of Economic Dynamics and Control* (2020): 103988.  
<https://doi.org/10.1016/j.jedc.2020.103988>
- 2020 Castellini M., Donadelli M. & Gufler I. (2020) "On the Impact of COVID19-Related Uncertainty". Book chapter in Book: "A New World Post COVID-19: Lessons for Business, the Finance Industry and Policy Makers". Edited by M. Billio and S. Varotto, Part 6, Ch. 16, pp. 219-232  
<http://doi.org/10.30687/978-88-6969-442-4/016>
- 2020 Vergalli S., Bazzana D., Castellini M. & Comincioli N. (2020) "Agroalimentare. Come diminuire l'impronta d'acqua nei prodotti e nei processi". Book chapter in Book: "Nutrire il Futuro: una via verso la Sostenibilità alimentare". Rivista: Equilibri pp. 45-57. ISBN: 978-88-15-28836-3

##### Working papers

- 2019 Castellini, M., Menoncin, F., Moretto, M., & Vergalli, S. (2019) "Photovoltaic Smart Grids in the prosumers investment decisions: a real option model." Fondazione Eni Enrico Mattei - FEEM Working Paper No. 28.2019, Milano, Italy: Fondazione Eni Enrico Mattei.  
[https://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=3522990](https://papers.ssrn.com/sol3/papers.cfm?abstract_id=3522990)

SEMINARS AND CONFERENCES
 

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## 2021

- April, 2021 9th IAERE Annual Conference of Italian Association of Environmental and Resource Economists (Italy, Brescia, Università degli Studi di Brescia, Department of Economics and Management). *Member of Organizing Committee and Speaker*
- February, 2021 Energy Finance Italia 6 Workshop (Italy, Online conference). *Speaker*
- Ongoing, 2021 Economic Modelling Seminars' Series, joint project Fondazione Eni Enrico Mattei, University of Brescia *Member of Organizing Committee*

## 2020

- December, 2020 Economic Modelling Seminars' Series, joint project Fondazione Eni Enrico Mattei, University of Brescia *Member of Organizing Committee*
- October, 2020 61<sup>a</sup> Riunione Scientifica Annuale Società Italiana degli Economisti (Italy, Online conference). *Speaker*
- February, 2020 8th IAERE Annual Conference of Italian Association of Environmental and Resource Economists (Italy, Brescia, Università degli Studi di Brescia, Department of Economics and Management). *Member of Organizing Committee and Speaker*

## 2019

- June, 2019 30th European Conference on Operational Research (Ireland, Dublin). *Speaker*
- June, 2019 Seminar: "Photovoltaic Smart Grids in the prosumers investment decisions: a real option model." (Portugal, CEMAPRE Lisbon). *Speaker*
- June, 2019 Workshop on Investment in Energy (Portugal, Lisbon, Instituto Superior Tecnico, Anf. Abreu Faro). *Speaker*
- April, 2019 Workshop on Investments, Energy, and Green Economy (Italy, Brescia, Università degli Studi di Brescia, Department of Economics and Management). *Organization and Speaker*.
- February, 2019 IAERE 2019 Annual Conference (Italy, Udine, Università degli Studi di Udine). *Speaker*

## 2018

- December, 2018 Workshop on Dynamic Models of Strategic Investment under Uncertainty (Germany, Bielefeld, University of Bielefeld). *Speaker*

 PERSONAL SKILLS
 

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- Languages** – *Mother tongue:* Italian  
 – *Other languages:* English (C1), German (A1)

**Communication skills** Teamwork, team building and leadership. Open and curious to new things and always available in learning

**Organisational / managerial skills** Able to manage individual assignments and cooperate and coordinate with team requirements and deadlines. Ability to work under pressure and under short deadlines

**Job-related skills:** Theoretical and operational knowledge in international trade and business development, international logistics, budget, international grants and tenders, foreign project development and orders management. Intellectual flexibility, constant professional training attitude

**Computer skills** Microsoft Windows, Microsoft Office, Teamsystem Gamma Enterprise, Sap (vendor qualifications and online tenders), Wordpress, Rstudio, Stata, TeX, Moodle.

## CONTACT DETAILS

- **Università degli Studi di Brescia (Department of Economics and Management)**  
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e-mail: marta.castellini@unibs.it
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