

Marta Castellini

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Via S.Faustino 74-b, 25122 Brescia, Italy

Current Position

Phd Student (second year)
PhD program in *Analytics for Economics and Management* (AEM) of the University of Brescia (Italy)

Education

NOVEMBER 2017 - PRESENT

Phd. Program Analytics for Economics and Management (AEM) University of Brescia (Italy)

SEPTEMBER 2006 - MARCH 2009

M.Sc. in International Economics University of Brescia (Italy)

Thesis title: *Foreign Investments and Exchange Rate: a Real Option Perspective*

Supervisor: Prof. Sergio Vergalli; Co-supervisors: Prof. Roberto Casarin and Prof. Annalisa Zanola

Evaluation: 110/110L

SEPTEMBER 2003 - SEPTEMBER 2006

B.Sc. in Industrial Economics University of Brescia (Italy)

Thesis title: *Analysis of cost system of multinational enterprise*

Supervisor: Prof. Carlo Scarpa

Evaluation: 101/110

SEPTEMBER 1998 - SEPTEMBER 2003

High School Diploma: Accountant (IGEA, law and business)

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

Evaluation: 94/100

Other Education

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

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

2019 Yale Department of Economics - Visiting period (January - February 2019)

Yale University - New Haven, Connecticut (USA)

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.

2017-2016 ISPI Winter and Summer School

Italian Institute for international Political Studies, (Italy)

Courses: Project Cycle Management, Economic sustainability of social firms and no-profit organizations: from impact investing to crowdfunding, EU Funding, Emerging Africa

2017 EU project management

Belgian-Italian Chamber of Commerce, (Belgium)

Course: Project management for EU funding

2010-2011 Training course in Internationalization and Foreign Trade

Italian Chamber of Commerce, (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, (Italy)

Teaching experience

Teaching assistant

2018-2019 **Economics (undergraduate level)** of University of Brescia (Italy)

Other positions

Researcher

2019 **2030 Agenda research area** of FEEM - Fondazione Eni Enrico Mattei (Italy)

Seminars and conference presentations

2019

30TH EUROPEAN CONFERENCE ON OPERATIONAL RESEARCH (IRELAND, DUBLIN; JUNE,2019) - Speaker
Seminar: Photovoltaic Smart Grids in the prosumers investment decisions: a real option model (CEMAPRE Lisbon; June,2019) - Speaker

WORKSHOP ON INVESTMENT IN ENERGY (INSTITUTO SUPERIOR TECNICO, ANF. ABREU FARO, LISBON; JUNE,2019) - Speaker

WORKSHOP ON INVESTMENTS, ENERGY, AND GREEN ECONOMY (ITALY, UNIVERSITY OF BRESCIA; APRIL,2019) - Speaker and Organization

IAERE 2019 ANNUAL CONFERENCE (ITALY, UDINE; FEBRUARY,2019) - Speaker

2018

WORKSHOP ON DYNAMIC MODELS OF STRATEGIC INVESTMENT UNDER UNCERTAINTY (UNIVERSITY OF BIELEFELD, GERMANY; DEC,2018) - Speaker

Work Experience in private sector

2011-2016 **Pa.ind. Srl**, Castiglione delle Stiviere (MN), Italy

Business or sector Import Export - Procurement Service for foreign companies in Oil&Gas field

International tender office: Clients RFQs and International tenders review and commercial proposal management (Africa-Middle East, EU, USA). Transport cost budget and export finance. Procurement and Logistics: material take off, suppliers and international orders management (contract, international logistics and customs).

2009-2011

Consultant for Grants, Economics and Financial analysis Desenzano del Garda (BS), Italy

Business or sector Consultancy firm for Grants and R&D

Grants research 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.
Skills: Business plan, NPV, SWOT, Gantt, Logical Framework.

2006

Internship Huntsman Surface Sciences Italia Srl (Italy) Analysis of cost system of multinational enterprise

Personal skills and competences

Languages **Mother tongue:** Italian,

Other languages: English (C1), German (A1)

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 developments and orders management. Intellectual flexibility, constant professional training attitude

Digital competence Windows, Office Teamsystem Gamma Enterprise, Sap (vendor qualifications and online tenders), Wordpress, R, Stata and Latex