

MARCO SPIANDORELLO

Consultant | European Project Design Expert
Planning and Territorial Development Manager

CV 2026

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FORMATION

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80+

COLLABORATORS COORDINATED

3

MACRO-REGIONS

RECENT EXPERIENCE

Leadership, cooperation and training

2026 University of The Gambia Project Coordinator “Gambia–EU Tourism Skills Pathway”: an integrated training-to-employment system supporting qualified legal migration in the tourism sector.	2026 University of Thiès – Department of Tourism Project Coordinator and Contract Lecturer “Senegal–EU Tourism Skills Pathway” and a course dedicated to the creation and development of a tourism destination.
2026 Hub and Study Centre for Cultural, Tourism and Audiovisual Sectors European Project Design Expert Monitoring of calls for proposals, partnership building and development of projects financed through European, national and regional funds.	2025–2026 Fondazione Consulenti per il Lavoro – Padua Training Design Consultant Design of training plans financed through national, regional and European calls and interprofessional training funds.
2025–2026 Training Bodies and Employment Agencies Trainer GOL and Forma.Temp training in reception, housekeeping, logistics, agri-food packaging, communication, safety and European Social Fund project design.	2025–present Teranga International Business – Dakar Consultant Business development and funding research for SMEs and projects in the tourism, hospitality and agri-food sectors.
2025–present Terangambia S.r.l. – The Gambia Director Travel agency and tour operator; development of tourism initiatives and identification of investment opportunities.	2024–present Centre for Studies Africa–Europe–Asia–America – The Gambia Executive Director Strategic management, international cooperation, institutional relations and development of Europe–Africa networks.
2023–2024 Africa Tour Operator – Hotel Le Caiman and Hotel Royal Malango, Senegal Management Consultant Reorganisation of hotel management, Food & Beverage operations and marketing planning.	

PROFESSIONAL BACKGROUND

Management, enterprise and internationalisation

2011-2019 Accademia Formazione Lavoro – Treviso Chief Executive Officer Organisational management, project design, reporting and management of funded training activities.	2011-2017 IPEA Vocational Training Centre – Veneto Vice-President and Coordinator Coordination of the Padua, Treviso, Verona, Bassano del Grappa and San Donà di Piave branches.
2013-2015 CIMECT – “Ion Creangă” State University, Chişinău Director and Contract Lecturer Academic cooperation, organisation of training activities and teaching of Hotel Management within a postgraduate master programme.	2009-2010 Agenzia Formazione Lavoro S.r.l. – Bucharest Director Business consultancy, ESF project design, internationalisation, business travel and country-specific projects.
2006-2015 Consulenze Internazionali S.r.l. – Chişinău Director Support to Italian companies in former Soviet markets, internationalisation and commercial consultancy.	2003-2009 European Parliament – Brussels Consultant Support to the delegation for relations with Moldova and Ukraine in tourism, agri-food, SMEs and cooperation.
2002-2010 International Consulting S.r.l. – Romania, Albania and Ukraine Director Market research, business support, commercial development, business travel and internationalisation.	1992-2015 Agenzia Formazione Lavoro – Padua Director, Coordinator and Head of Project Design ESF project design and reporting; initial, higher and continuing education; management of funded training pathways.
1994-present Italian Ministry of Education Tenured Teacher Continuous career in hospitality education, technical and vocational training, and school-to-work tutoring.	

EXPERTISE AND OPERATING MODEL

AREAS OF SPECIALISATION

- ESF, national and regional calls for proposals
- Interprofessional funds and funded training
- Project Cycle Management, logical framework and budgeting
- Monitoring, reporting and evaluation
- Educational design and group management
- Coordination of organisations and multidisciplinary teams
- Career guidance, skills assessment and soft skills
- Communication, negotiation and leadership

SECTORS AND OPERATING CONTEXTS

- Hospitality
- Tourism destinations
- Cultural heritage
- Food and wine tourism
- GOL
- Forma.Temp
- European Social Fund
- Active labour market policies
- SMEs
- Agri-food
- Logistics
- Local development

WORKING METHOD

01	02	03	04	05
ANALYSIS	PROJECT	NETWORK	IMPLEMENTATION	EVALUATION
Needs, context and stakeholders	Objectives, activities, budget and indicators	Institutional and operational partners	Coordination, training and management	Monitoring, results and reporting

KEY STRENGTHS

INTERNATIONAL VISION	INTEGRATED EXPERTISE	OPERATIONAL FOCUS
Consolidated experience across Italy, Eastern Europe and West Africa.	Combination of project design, management, training, communication and institutional relations.	Transformation of analyses and partnerships into practical pathways, services and implementable projects.

EDUCATION, QUALIFICATIONS AND PUBLICATIONS

ACADEMIC EDUCATION

1999-2004 Degree in Tourism Economics – University of Perugia, Assisi campus
2016-2022 Degree programme in Planning and Management of Cultural Tourism – University of Padua Degree finalisation pending.
2020-2021 Erasmus+ – Bordeaux Montaigne University Cultural tourism.
2019-2021 Vocational Diploma in Food and Wine and Restaurant Services
1986-1988 Vocational Diploma – Hotel Operations Technician

PROFESSIONAL QUALIFICATIONS

2024 Project Cycle Management, monitoring and evaluation, international cooperation and European project design Advanced professional training.
2009-2010 Diploma in European Project Design – Ministry of European Cooperation, Romania
2010 Diploma as Technical Director of a Travel Agency – Republic of Moldova
2009-2019 RSPP training and continuing updates – Italian Legislative Decree 81/2008 Occupational health and safety.
1994 Teaching qualification Obtained through a national public competition.

JOURNALISM AND PUBLICATIONS

Registered publicist journalist in Italy since 2019.
ViPiù – Vera Informazione: articles on tourism, culture, economics, politics, agri-food and international cooperation.
“Colli da Bere” – Wine tourism guide to the Euganean Hills (2000).

“Lombard Influences in Medieval Food Culture” (2019).
Conferences and seminars on food history and food and wine culture.

INSTITUTIONAL RESPONSIBILITIES AND INTERNATIONAL SCOPE

GEOGRAPHIES OF EXPERIENCE

ITALY	BELGIUM	FRANCE	SWEDEN	ROMANIA
MOLDOVA	ALBANIA	UKRAINE	SENEGAL	THE GAMBIA

SELECTED INSTITUTIONAL RESPONSIBILITIES AND PROJECTS

FAMI 2014-2020	FAMI Programme – Project Coordinator
	Pre-departure vocational, civic and language training in Senegal and The Gambia.
CITY OF PADUA	Municipal Commission – External Member
	Education and Cooperation Commission.
I.A.D.I.P. – ROME	Institute – Focal Point
	Eastern European countries and relations with West Africa.
JOURNALISM	Editorial Activity – Registered Publicist Journalist
	Analysis of tourism, economics, culture and international cooperation.

INSTITUTIONAL EXECUTIVE CURRICULUM VITAE

Condensed professional profile. The complete professional CV and supporting documentation are available upon request.

I authorise the processing of my personal data in accordance with Italian Legislative Decree 196/2003, Legislative Decree 101/2018 and Regulation (EU) 2016/679.

Prof. Marco Spiandorello

Padua, 15 June 2026