

**FRANCESCA ZUPIN
CURRICULUM VITAE**

PERSONAL INFORMATION

Name Francesca Zupin
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Citizenship Italian
Date of birth 02/26/1978



WORK EXPERIENCE

- from Jan 2012 **SISSA, International School for Advanced Studies, Trieste**
Position: Executive Coordinator
Main duties and responsibilities: organization and administrative management of the Master in Complex Actions for researchers and young entrepreneurs, with a special focus on planning and organizing lectures and public events, managing relationships with Faculty, sponsors and partners, communication and fund-raising (also from EU Calls). Coordination of FOODCAST, a project for the analysis of food commodities global markets and neural responses to local food
- Jun 2008/ Dec 2011 **Fondazione Sandretto Re Rebaudengo of Contemporary Art, Scuola Holden, International Book Fair, Torino.**
Position: Event Coordinator
Main duties and responsibilities: events management, planning, execution and evaluation of creative writing courses and book festivals ("Mountains of Books", Courmayeur; "Iperporti", Trieste), editing and translation of texts (art catalogues and novels)
- Jun 2004/ Sep 2006 **Illycaffè SpA, Trieste**
Position: Controller
Main duties and responsibilities: planning and writing of the annual budget for the consolidated group; budget control of European and American subsidiaries; managing relationships with distributors and sales network
- Sep 2002/ May 2004 **Accenture SpA, London**
Position: Junior Consultant
Main duties and responsibilities: planning and implementation of a data-warehouse for Kraft International's products trade and distribution. Implementation of a relational database and a reporting system for Illycaffè SpA. Teams support at the Milan office.
- Apr 2000/ Jun 2000 **Italian Cultural Institute of New York, NY, USA**
Position: Intern

Main duties and responsibilities: events organization, press office and communication; rationalization and re-arrangement of the web storage system.

- Feb 2000/ Apr 2000 **Allianz SpA, Trieste**

Position: Intern

Main duties and responsibilities: support to the marketing team (market analysis, development of new financial products, agreements with financial and institutional partners, fund-raising and promotion)

EDUCATION AND TRAINING

- Oct 2006/ Jun 2008 **Scuola Holden, Torino**

Master in Creative Writing

Instruments and techniques of storytelling. Editing and commercial principles in the publishing industry. Literary translation, specialized in American Short-stories and Classic Literature. In-depth knowledge of long and short fiction, screenplay, television and theatrical basics of radio-drama , journalism, advertising and comics

- Sep 1997/ Apr 2002 **Università Commerciale Luigi Bocconi, Milano**

Bachelor of Science in Business Administration

Specialization: International Company Management (Five-year degree)

Supervisor: Professor Giorgio Brunetti

Final score: 110/ 110 cum laude

Thesis: "The role of resources and expertise in internationalization strategies. A case-history: Illycaffè"

- Sep 2000 / Dec 2000 **Indian Institute of Management, Bangalore, India.**

University Courses in Management, Economics, International Finance

Marks obtained: A

- Jun 1999/ Aug 1999 **New York University, New York, USA**

University Summer Course in financial intermediation and banking system

Marks obtained: A

- Sep 1992/ Jun 1997 **Liceo Classico Dante Alighieri, Trieste**

Classical High School Diploma with a score of 60/60

LANGUAGE SKILLS

ITALIAN	Native
ENGLISH	Excellent read Excellent written Excellent spoken
FRENCH	Very good read

Very good written
Good spoken

COMPUTER SKILLS

Sound. Great use of windows, office and social/internet, with a good knowledge of oracle data-base and sql (plsql). Sporadic use of SAP.

Knowledge of the screenplay and editing programs final draft and final cut .

COMMUNICATION SKILLS

I shared study and professional experiences with people from different backgrounds. That enabled me to become adaptable to habits and systems of thought away from mine. Although I love to work solo, I'm used to work as a team. The master allowed me to explore techniques of language which are peculiar to specific scenarios: a huge facilitator in building profitable relationships with partners from different countries and professional areas.

MANAGING SKILLS

The experience in strategic consulting trained me in coordinating several people looking for a common goal, sharpening my skills of persuasion and decision-making. The under pressure consulting context forced me to develop soft skills, to seek a bright personality, but solid and mature, to gain a strong operational autonomy and a tough stress control. My first employment at the Institute of Culture in New York City taught me, at just 20, to take care of (and to negotiate with) big sponsors, special guests, artists, taxi drivers, doormen and institutional partners in an international and high-level *milieu*, so that I feel confident and able to communicate and behave appropriately in any kind of context and with every sort of people.

ARTISTIC SKILLS

I cultivate a passion for reading and writing. In particular, I studied in deep French and American literature, preferring the authors of the twentieth century. I have published several short stories in magazines and some of them won literary competitions (i.e. organized by the festival Pordenonelegge and the publishing house isbn). I'm working on my second novel.

The choice to attend a Master Degree in Creative Writing, after years of study and work in Business, was aimed to refine and enrich my humanistic education so to attain entirety for my *general* education both as a professional and as an individual.

OTHER SKILLS

I've studied classical ballet for more than ten years. I'm passionate about art, music, antique furniture and cuisine. I love to travel and I enjoy moving also for work reasons.

PUBBLICAZIONI

“Le strategie di internazionalizzazione sui mercati di approvvigionamento e di sbocco: il caso Illycaffè.”, Illywords, 2002.

“Datawarehousing in international food markets. A project for Philip Morris and its food-related companies.”, Accenture Ed., 2003.

“Distribution in UK. The renewal of Kraft-food.”, Accenture Ed, 2004.

“Controlling commerciale in Europa e negli Stati Uniti: due realtà davvero conciliabili?”, Accenture Ed, 2004

“La programmazione e il controllo delle industrie alimentari internazionali: una case-study sull'esplosione Illycaffè.”, EGEA-Bocconi, 2004

“Intemperie”, Linus, Dalai Editore, 2007.

“Storie per mano. 14 racconti per far volar via il tempo camminando, viaggiando, aspettando.”, Scuola Holden, 2012

Francesca