

## PERSONAL INFORMATION

Paola Giulia Cormio



## PERSONAL STATEMENT

I am a Senior Proposal and Project Developer and Project Portfolio Manager (EU, International and Public Funds). My core proven competencies are:

- Identification of EU/Public funding opportunities for different sectors.
- Scouting of partnerships for research and innovation projects.
- Coordination, development and submission of project proposals and tender applications.
- Project Portfolio Management including coordination, planning, management and control of work, time, financial and human resources.
- Project Cycle Management activities related to the funded projects: management of work packages; grant and consortium agreements' preparation; amendment requests preparation, quality assurance; technical and financial reporting; audit preparation; meetings' and events' realisation; deliverables writing; preparation of framework agreements, service contracts and subcontracts.
- Market analysis of technological research outputs.
- Dissemination and exploitation of results planning and implementation of user-centric communication strategies for sharing knowledge and results through different means, among the scientific community, the industry, the policy makers, and the public in general.
- Digital communication through Internet and social media.
- Capacity building and knowledge transfer training, realisation and follow up.

## WORK EXPERIENCE

15/01/2020–Present

**Project manager**

Scuola Superiore Sant'Anna, Pontedera (Italia)

**Organization of scientific meetings:** I am directly involved in the organization of different scientific meetings, including fundraising (Gordon Research Conference 2022, USA; CASE workshop, August 20-21 2020, Hong Kong; IROS Workshop, October 24-29 2020, Las Vegas, USA) and the organization of a series of online seminars.

14/01/2019–13/01/2020

**Project manager**

**Management** of the Coordination and Support Action (CSA) Project Regions4PerMed. I planned the activities according to the approved projects and deadlines, managed the interaction with the partners (organize TC, prepare meeting minutes, request and collect input for periodic reporting, send out reminders, etc.), prepared the report of activities. I planned and monitored the progress of the project activities in order to guarantee all the deliverables on time. I analysed and managed of critical issues and any risks that emerge during the project activity (Kick off, Progress report, Project Charter and time / cost control) and presented the final deliveries.

**Organization of conference and workshop:** I was directly involved in the organization of two Regions4PerMed meetings (agenda, dissemination material, website, social) that were held in Milan (Conference May 4-5; Workshop September 23-24).

**Grant writing:** I provided support in the preparation of the application, completing application forms and complying the regulation of the granting agencies, assuring support during the submission process of an accurate proposal for the European Innovation Council (EIC) and IMI2 call.

**Media content:** I managed the scientific content and graphics of Regions4PerMed website ([www.regions4permed.eu](http://www.regions4permed.eu)), create brochures and flyers describing results of the project to the lay public. Furthermore I acted as Social Media Manager on Twitter and LinkedIn to show project results.

01/11/2017–13/01/2019

### Project Manager in Scientific Office

Institute of Biomolecular Chemistry (ICB)-CNR/University of Laval, Pozzuoli (Italy)

**Management, production and supervision** of the main National and International projects of the Institute. Definition of the planning and monitoring of the progress of the project activities in order to guarantee all the deliverables. Analysis and management of critical issues and any risks that emerge during the project activity. Kick off, SAL, Project Charter and time / cost control.

**Grant scouting and writing:** I scouted different opportunities, provided support in the preparation of the application, completing application forms and complying the regulation of the granting agencies, assuring support during the submission process of an accurate proposal. Preparation of a calendar with all the deadlines of the various projects and a database with the appropriate foundations and institutions to apply for funding.

**Media content:** I managed the scientific content and graphics of UMI website ([www.umilaval.cnr.it/en](http://www.umilaval.cnr.it/en)), create brochures and flyers describing scientific results of CNR researchers to scientists or lay public. Furthermore I assisted the researchers with the preparation of posters and Power Point presentations.

05/07/2017–31/10/2017

### Project Manager in Scientific Office

Institute of Biochemical Protein (IBP) - CNR, Napoli (Italy)

**Grant writing:** I was directly involved in the writing proposal for AIRC, Campania region (POR infrastructure and platform) and funding for a start-up. I provided support in the preparation of the application, completing application forms and complying the regulation of the granting agencies, assuring support during the submission process of an accurate proposal.

02/11/2011–30/06/2017

### Project Manager in Scientific Office

**Analysis of financed and co-financed transnational European programs.** I developed and managed the Italian and foreign partners' portfolio (public and private) acquired and to be acquired. I developed the project budget. I acted as direct line with both national authority and the European commissions. I managed documents and reporting. I managed the entire project lifecycle, the European meetings, control booths, kick-offs, progress report and presentations of the final deliverables.

**Search for calls and support for writing research projects:** I supported researchers and industrial partners at all stages of the project: verified the feasibility, helped in the preparation of the project, compiled the models and verified all the requirements of the funding agencies, providing support during the submission process. As a Project Manager of many research projects, daily administration was guaranteed, keeping deliverables under control, milestones and ensuring fluent communication between project partners and funding organizations.

**Function of liaison between researchers and funding bodies** and assist researchers from an administrative and managerial point of view, to facilitate access to funding resources.

**Organization of scientific meetings:** I was directly involved in the organization of different scientific meetings, including fundraising (ESGLD, October 2015, Chair: Andrea Ballabio; FASEB, September 2016, Chair: Maria Antonietta De Matteis; Gordon Research Conference on Lysosomal Diseases, March 2017, Chair: Andrea Ballabio).

**Scientific Dissemination:** I was in charge of communication and dissemination of scientific results. I organized the monthly visits from schools and patient associations to the Institute and all the visits of TIGEM researchers to external dissemination events (for example "Futuro Remoto", October 7-10 2016 and "Career Orientation Day" for high school children). Finally I taught a course for TIGEM PhD students about presentation skills in their last year of PhD.

**Media content:** I managed the scientific content and graphics of TIGEM website ([www.tigem.it](http://www.tigem.it)), create brochures and flyers describing scientific results of TIGEM researchers to scientists or lay public. I directly curated the photo shooting and post-production of all researchers and groups at TIGEM. Furthermore I assisted the researchers with the preparation of posters and Power Point presentations.

01/08/2010–01/11/2011

### PostDoc Researcher

Institute of Protein Biochemistry Institute at National Research Council, Naples (Italy)

Project "Thermostable enzymes for the hydrolysis of lignocellulosic biomass". Isolation of thermostable cellulolytic enzymes (from thermophile) able to degrade the lignocellulosic biomass. Enzymatic

hydrolysis was performed using the thermo-enzymes and the industrial enzyme in order to compare their efficiency.

- 01/02/2011–28/02/2011 **Teacher of Maths and Science**  
Scuola media primaria Liotta, Naples (Italy)  
Teaching Mathematics and Science, using daily examples to explain Biology, Ecology and Chemistry.
- 01/09/2008–30/09/2010 **Teacher**  
Privately  
Teaching Chemistry, Biology, Physics and Maths to high school, secondary school and University students. During this period I improved my communication skills to achieve learning goals with students with special needs.
- 01/02/2009–31/05/2010 **PostDoc in collaboration with the CRIB and IBP-CNR**  
  
Working for the project "Elastic leather, biotechnological leather" in collaboration with the University Federico II in Naples, Engineer department, CRIB (Interdepartmental Research Centre on Biomaterials) and the Institute IBP (Protein Biochemistry Institute) of CNR (National Research Council). The project focused on improving the Physical-Chemical properties of tanned leather using enzymatic approaches, nanoparticles and polymers.
- 01/04/2005–31/03/2008 **PhD student**  
RWTH Aachen University, Aachen (Germany)  
  
I was awarded a Marie Curie fellowship for the European project "AQUAbase", focusing on biochemistry and environmental chemistry. During this period I acquired the main analytical (HPLC, TLC, GC/MS), organic (synthesis of different nonylphenol isomers and chlorination of each of them), biochemical and molecular biological (heterologous expression of cytochrome P450 in yeast) techniques. I organized laboratory for students and lessons to teach Biochemistry and Molecular Biology during the 3 years of PhD and training (technical and theoretical) for high school students for their "practicum".
- 15/09/2003–28/02/2005 **Agent in Italian customer service department.**  
  
Handling inquiries about rentals and invoices from Italian customers as well as international customers that rented in Italy. The customers were privates and companies, including leasing.
- 04/07/2003–05/09/2003 **Tour operator assistant**  
  
To assist Italian visitors to Ireland. Duties include providing relevant information, assistance in renting cars and handling phone queries.

## EDUCATION AND TRAINING

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- 01/11/2011–28/02/2012 **Master in Pharmaceutical Management & Marketing**  
Alma Laboris, Milan (Italy)  
Regulatory affairs for pharmaceutical products, cosmetics and medical equipment; quality assurance for pharmaceutical and chemical company.
- 01/02/2011–30/04/2011 **Course as Environmental Consultant**  
Italian region of Veneto financed by European Social Found

Assessment of air, land and water contamination, environmental impact assessment, environmental audit, waste management and the development of environmental policy and environmental management systems. I've learned to fill in the technical and security sheet of chemicals. Stage followed at the SMA office, where I was dealing with the production of environmental annual documents for a biomass power plant.

30/09/2008–30/09/2008

### Awarded a Marie Curie fellowship and PhD in Life Science

RWTH Aachen University, Institute of Environmental research, under the supervision of Prof. Ingolf Schuphan, Aachen (Germany)

Dissertation entitled; "Metabolism of nonylphenol by human P450-recombinant yeast and assessment of the xeno-hormone potency of different isomers and their chlorinated derivatives."

I was awarded the PhD title.

08/2015–08/2015

### Participant

RECETO summer school, Brorfelde Fieldstation (Denmark)

I was introduced to a new class of pollutants, which constitute the active agents in medicine and the natural and synthetic hormones. I have learned in depth detection methods for drugs and hormones in the environment, assessment of effects of drugs in the environment, and an environmental risk assessment (ERA) of pharmaceuticals.

10/1996–06/2003

### M.Sc. in Chemistry

University of Naples "Federico II", Naples (Italy)

Thesis entitled: "Purification and Characterization of proteins binding MRE elements in *Pleurotus ostreatus*"

Master Degree in Chemistry. March 2002 - June 2003: period spent in Prof. Sannia's laboratory, Department of Organic and Biological Chemistry, preparing the experimental thesis using Biochemistry and Molecular Biology techniques.

## PERSONAL SKILLS

Mother tongue(s)

Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
TOEFL test 267/300					

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
[Common European Framework of Reference for Languages - Self-assessment grid](#)

Communication skills

Excellent communication skills gained working abroad with people from all over the world. Furthermore the experience at TIGEM with the lay public increased my capacity of explaining science to non-scientists.

Organisational / managerial skills

Planning, organization, resource management and team. Problem solving and performance management. Negotiation with partners and / or stakeholders.

Job-related skills

I'm very creative, organized and target-oriented, I am bright and a fast-learner. Also, I can think outside the box. I like to dare and challenge myself with difficult tasks. Furthermore, I enjoy working with stimulating minds and develop myself professionally and personally.

Digital skills

SELF-ASSESSMENT

Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

MacOs and Windows operating systems.

Microsoft Office; Apple iWork; Photoshop CS6; Indesign CS6; Illustrator CS6

CMS: Plone and Wordpress

Social Media: Facebook, Instagram, Twitter, LinkedIn

Other skills

Date: July 1st, 2020

Signature