



Curriculum Vitae Antonietta Di Costanzo, (+39) 338 71 76 926, [antonietta.dicostanzo@gmail.com](mailto:antonietta.dicostanzo@gmail.com)

## Antonietta Di Costanzo

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Sex Female | Date of birth 26/05/1985 | Nationality Italian

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### WORK EXPERIENCE

November 2017

#### Sales and Marketing officer

**Sacid Srl (Sea Air Cargo International Development)**, Cargo City, Fiumicino (Rome), <https://www.sacid.org>

- Managing the communication with foreign clients;
- Design and development of strategies to improve the company's external communication, to expand the business and acquire new potential customers.

October 2013 – January 2016

#### Fundraising officer and manager assistant of social housing projects

**Cooperativa Gruppo Arco**, 18, Via Luigi Capriolo, Turin, Italy [www.gruppoarco.org](http://www.gruppoarco.org)

- Planning and writing of European funding proposals;
- Management of communication activities and planning and implementing events;
- Management daily management of the foreign guests of the social housing projects.

January– July 2015

#### Fundraising and communication office manager

**A Proposito di Altri Mondi Onlus**, 15, Via delle Rosine, Turin, Italy [www.apdam.org](http://www.apdam.org)

- Planning and implementing fundraising campaigns and events;
- Design and management of communication activities;
- Creating and maintaining networks with other organizations;
- Research and writing of financial proposals.

February 2012 – February 2013

#### Fundraising and communication officer

**Civil Service Project**, Presidenza del Consiglio dei Ministri, Panciu, Romania

- Drafting of funding proposals for the European Union and the local authorities;
- Planning and implementation of fundraising activities and advocacy campaign;
- Managing the communication activities (website, social media, newsletter, promotional materials);
- Assistance to staff daily activities of the Educational Centre (literacy, after-school activities and artistic workshops).

November 2009 – January 2012

#### Communication assistant

**CEICC** (European Centre of Information, Culture and Citizenship) – Europe direct Napoli, 36, Naples, Italy  
**Osservatorio Euromediterraneo e del Mar Nero**, Fondazione Idis-Città della Scienza, 104, Coroglio, Naples, Italy.

- Managing the communication activities (website, social media, newsletter, promotional materials);
- Organization of events, information days and meetings;
- Drafting of project funding proposals.

### OTHER WORK EXPERIENCE

Ottobre 2017

#### Reception management

**Ibm Italia Spa**, Via Sciangai, 53, 00144 Roma, [www.ibm.com/it-it](http://www.ibm.com/it-it)

- Managing the guest's check in and check out and incoming call handling.

August 2017

#### Museum reception operator

**Ales - Arte Lavoro e Servizi spa**, 243, Via Nazionale, Rome, Italy <http://www.ales-spa.com>

- Management of visitors' incomings and supply of historical / artistic information, even in foreign languages, at the National Museum of Castel Sant'Angelo.

February – May 2016

#### Reception management

**Riad Anjar**, Quartier Mouassine, 4 Derb Sane Médina, Marrakech, Morocco [www.riadanjar.com](http://www.riadanjar.com)

- Managing the guest's check in and check out, booking and payments.
- Organization and management of the staff.

March– August 2013

#### Reception management

**Wonderland Hostel**, 48, Strada Coltei, Bucharest, Romania.

- Managing the guest's check in and check out, booking and payments.

## EDUCATION

November 2016 – June 2017

### **Master In International Business & Digital Marketing**

*Mands – Masterandskills Business School, Sapienza Università di Roma, 9 Viale del Castro Laurenziano, Rome, Italy.*

International marketing, Export management, Digital marketing (Digital Strategy, Web Analytics, e-mail Marketing, Social Media Marketing), Financial Analysis and Project-Cycle-Management.

November 2016- June 2017

### **Eccellenze in digitale**

*Google online training*

Web Marketing, Digital Strategy, Seo, Sem, E-Mail Marketing, Web Analytics, Mobile Marketing, Location Based Marketing, E-Commerce Strategies & Management, Social Media Marketing.

September – October 2016

### **Export management**

*Intelliform, S.p.A Viale della Costituzione CDN Isola F1, Naples, Italy.*

International trade, international accounting standards, tax legislation VAT, business English

September 2014– July 2015

### **Fundraising and communication for no profit organisation**

*Accademia di Progettazione Sociale Maurizio Maggiora (Torino, Italia)*

Project Design and Management, Marketing, Fundraising, Communication.

October 2013 – April 2014

### **Master Europrogettazione +Europa 2020**

*EuropaCube - Innovation Business School, 32, Strada Maggiore, Bologna, Italy.*

European financial programs, Practical methods and techniques to write a financial proposal, Project-Cycle-Management.

2008/2010

### **Master's degree in International Relations**

Final degree mark 110/110 Magna Cum Laude, thesis: "Economic Liberalization and Democratization: Syria and Morocco in comparison"

Laurea Magistrale in "Relations and Institutions of Asia and Africa", Faculty of Politics (LM/52)

*University of Naples "L'Orientale", 10/A Via Partenope, Naples, Italy.*

Arabic, International Relations, International Law, European Institutions, Economy of the Mena Region.

2004/ 2007

### **Bachelor's degree in Modern Languages and Cultures**

Final degree mark 110/110, thesis: "The Euromediterranean Partnership, from the Barcelona Conference until now"

"Languages, Cultures and Institutions of the Mediterranean Countries", Faculty of Literature and Philosophy,

*University of Naples "L'Orientale", 10/A Via Partenope, Naples, Italy.*

Euromediterranean Relations, English, Arabic, History, Economics, Law and Geography of the Euromediterranean region.

## PERSONAL SKILLS

**Mother tongue**

Other languages

**Italian**

UNDERSTANDING

SPEAKING

WRITING

Listening

Reading

Spoken interaction

Spoken production

<b>English</b>	C1	C1	C1	C1	C1
<b>Romanian</b>	C1	C1	C1	C1	C1
<b>Arabic</b>	B2	B1	A2	A2	A1
<b>French</b>	B1	B1	B1	B1	A1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user, Common European Framework of Reference for Languages

April –September 2008

### **Arabic language course**

Higher Language Institute, University of Damascus, **Syrian Arab Republic**

July - September 2000

### **English language course**

English STS Language Course, Southampton Institute, **United Kingdom**

**Computer skills**

- **Good command of Microsoft Office™ tools and Adobe PhotoShop™**
- **Proficient user of Joomla**
- **ECDL Certificate (European Computer Driving Licence)**

**Driving licence**

- **Driving Licence B**

## VOLUNTARY WORK

July 2015 – January 2016

**Social Project Design Academy "Maurizio Maggiora" (Turin, Italy)**

Support in the communication, education and planning office.

March – June 2013

**Association "Europeana pentru Progres" (Bucharest, Romania)**

Upload the internet and facebook page and support in the project "Digital literacy for children" in cooperation with "Fundatia ECDL Romania" and "SC Euroaptitudini SRL".

2009 – 2012

**Ong "Yap Italia" (Rome, Italy)**

Leader group in International work camps (2011, 2010, 2009).

2009 - 2011

**Peace and human rights' office of the Youth Information Centre (San Giorgio a Cremano, Italy)**

Organising and managing educative trainings with classes of high school .

1992 – 2008

**Scout Movement A.G.E.S.C.I. Portici IV (Portici, Italy)**

Entertainment activities for children of the community of Somaschi Foundation (Târgoviște, Romania, August 2006).