




## PERSONAL INFORMATION

## Floriana Cimmarusti



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Sex Female | [Redacted]

## WORK EXPERIENCE

05/2014–Present

**Secretary General**

SAFE - Safe Food Advocacy Europe, Brussels (Belgium)

- Management responsibility for a european consumers' organization
- EU public affairs and implementation of lobbying strategies to protect consumers' interest
- International team management and strategic development of SAFE
- Management of the legal and financial aspects of the organization
- Negotiation, drafting and reviewing of belgian, european and international contracts
- Organization and participation of the Board of Directors and General Assembly meetings
- Development and implementation of annual fundraising plans

09/2012–03/2014

**Policy coordinator and lobbying advisor**

Belgica NNats (No profit organization working to protect the rights of working children in developed countries), Brussels (Belgium)

- Drafting organization positions among members, defining and executing lobbying strategies
- Organization of several training for children in the European and Belgium school. Frequent contacts with the European Commission, European Parliament, NNats in Europe and in developed countries
- Coordination of European projects and founding opportunities

11/2011–08/2012

**Regulatory policy advisor**

EFAMA (European Fund and Asset Management Association), Brussels (Belgium)

- Forging industry positions among members, drafting position papers, defining and executing lobbying strategies on behalf of the industry
- Frequent contacts with European Commission, European Parliament, ESMA, representations of EU Member States and pan-European membership (national associations and corporate members)
- Excellent knowledge of MIFID, PRIIPs, IMD and CRA
- Deep knowledge of the EU institutions and EU decision making process

10/2008–07/2010

**Legal adviser in the legal department**

Cotecna (Multinational corporation), Geneva (Switzerland)

- Negotiations and drafting of international contracts (service agreement, outsourcing contract consulting agreement, share sale and purchase agreement, joint venture agreement, construction agreement)
- Follow up of international arbitration (Ecuador and Tanzania) and counsel in complex commercial litigation matters and dispute resolution
- Advice to several departments of the company in different legal matters

09/2006–08/2008

**Legal adviser in the legal department**

Banque Cantonale de Vaud, Lausanne (Switzerland)

- Negotiation, drafting, reviewing of international contracts (confidential agreement, brokerage agreement, licensing contract, sponsorship agreement, subcontracting agreement)
- Responsible for files in different legal areas (Anti-money laundering, company law, intellectual property law, labour law, Swiss and EU law, commercial litigation, bank law)

**08/2000–2003 Managing director**

Coopération Bancaire pour l'Europe, Brussels (Belgium)

- Management responsibility for an organization of 15 people in an international consortium of banks (San Paolo IMI, Banca Popolare di Sondrio and Banco Santander Central Hispano)
- EU public affairs and implementing lobbying strategies to protect the banking industry interests
- Negotiation, drafting and reviewing of Belgian and international contracts
- Legal adviser in international and EU law, Belgian labour law, company law and M&A
- People management, strategic development and planning of business activities
- Organization and participation of the Board of Directors meetings

**06/1997–07/2000 Consultant in international and EU law**

Italian National Council of Architects, Rome/Brussels (Italy/Belgium)

- Public affairs and lobbying with EU Institutions
- Legal recognition of European architects' diploma for Italian Ministry
- Organisation courses for Italian architects in Brussels
- Initiated & co-ordinated an European project concerning professional training of architects with six European national organisations

**11/1996–05/1997 Legal adviser in international and EU law**

Studio Legale Tizzano, Brussels (Belgium)

**EDUCATION AND TRAINING**

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**10/2005–07/2006 LLM in business law**

University of Geneva, Geneva (Switzerland)

- corporate and commercial law, intellectual property law, competition law, drafting contracts international trade law, litigation resolution, bank law

**06/1999 Official Lawyer Exam**

Tribunal of Bari, Bari (Italy)

**07/1996–08/1996 Specialisation course of international law**

The International Court of Justice, The Hague (Netherlands)

**09/1995–06/1996 Master in Law, Economy and Politics of the EU**

European College, Parma (Italy)

- Thesis: 'The consumer protection and the different aspects of the comparative advertising'

**09/1987–03/1995 Degree in Law**

University of Bari, Bari (Italy)

- Thesis in European labor law: "European Legal Protection in the workplace"

**01/1991–06/1991 Erasmus**

University of Salamanca, Salamanca (Spain)

**PERSONAL SKILLS**

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Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
French	C2	C2	C2	C2	C1
Spanish	C2	C2	C2	C2	C2
Dutch	B1	B1	B2	B2	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
 Common European Framework of Reference for Languages

Communication skills

- excellent communication skills gained through my experience as a lobbyist and a lawyer

Organisational / managerial skills

- leadership (have been responsible of a team of 15 people in a previous job)
- management (currently responsible for the management and the development of an NGO)