

PERSONAL INFORMATION Giuseppe Camilli

JOB APPLIED FOR
POSITION
PREFERRED JOB
STUDIES APPLIED FOR

Agronomist, Winemaker, Vineyard management, Technical food

WORK EXPERIENCE

2000-present

Agenzia Servizi Settore Agroalimentare Marche - Regional Government Agency
Via Industria, 1; 63027, Osimo (AN), www.assam.marche.it

- Winemaker/responsible of a regional cellar for small and medium scale experimental winemaking and custom service for private companies and farms;
- Pioneered in grape berries selection and must concentration by liquid nitrogen for still or sweet wines productions;
- Laboratory analysis on grapes, musts and wines;
- Clonal selections for the main regional grape varieties in collaboration with University Politecnica of Marche and University of Bari;
- Searching, recovery and DNA analysis for characterization of old grape varieties;
- Responsible in the nursery for production of about 50,000 plants of vines and rootstocks "base" category;
- Responsible in the screen house for conservation of "starting clones" of local grapes of *Vitis Vinifera*;
- Responsible in the project "Varietà resistenti" to assess new grape varieties, obtained from natural breeding, tolerant to the main fungal diseases;
- Pioneered in the Regional service for the functional check and calibration of sprayers used in the plant protection to reduce the volume and doses of pesticide;
- Innovation broker in the Regional Program of Agriculture Development (PSR) approved by European Commission;
- Management of 6 employees in the winery or vineyards operations;
- Collaboration in European projects (Adri-Links, Wellfood) in agriculture and wine for the exchange of technical experience;
- Technical training for growers and operators in the wine sector;
- Knowledge in the application of Community Regulations;
- Regione Marche terroir characterization in the project "Mappa aree vocate": soil analysis, sprout growth measure, phenological phases determination, buds fertility, Point Quadrat Analysis, grape ripening control, chemical analysis (Brix, total acidity, malic acid, tartaric acid, citric acid, total polyphenols, anthocyanin, N, Ca, K, Mg), statistic elaboration of data.

Business or sector: Winemaking, Vineyard management, Agricultural mechanics, E.U. wine laws

- 2002-present Castrum Morisci – Organic Winery (since 2016)
 Contrada Molino, 18, 63826, Moresco (FM), www.castrummorisci.it
- Le Vigne di Clementina Fabi – Organic Winery (since 2014)
 Contrada Franile, 3, 63069, Montedinove (AP), www.levignediclementinafabi.it
- Tenuta Santi Giacomo e Filippo – Organic Winery (since 2010)
 Via San Giacomo in Foglia, 8, 61029, Urbino, www.tenutasantigiacomoeffilippo.it
- Società Agricola Villa Lazzarini – Winery (since 2010)
 Contrada Collevago, 62010, Treia (MC), www.villalazzarini-vini.it
- Società Agricola La Pila – Winery (since 2009)
 Via Michelangelo, 2, 63833, Montegiorgio (FM), www.vinilapila.it
- Kantina Arberi – Winery (since 2008)
 Ish Blloku i Magazinave Tregtare, Rrsheshen, Albania, www.kantina-arberi.com
- Harvest Group – Consulting company (since 2008)
 Piazza del Popolo, 23, 63035, Offida (AP), www.harvestgroup.it
- Marchetti Tommaso – Vine grower (since 2006)
 Contrada San Michele, 63034, Cupramarittima (AP)
- Le Senate – Winery (since 2002)
 Contrada Barbolano, 14, 63824, Altidona (FM), www.lesenate.it
- Planning of new vineyards: site evaluation, infrastructure layout, soil analysis, land preparation, irrigation design, fertilization, trellis design, amount and type of structure supplies, choice of rootstocks and clones, system of vine cultivation, mechanical or manual planting;
 - Winter and summer pruning in vineyards managed with Guyot or Speron Cordon systems for local and in international grape varieties;
 - Pesticide treatments programs in organic, integrate or conventional farming for pest, disease or weed control;
 - Calculation and optimization of the spraying volumes to reduce doses/hectare of pesticides;
 - Moths traps monitoring (Lobesia Botrana) and strategy population control by Bacillus Thuringensis;
 - Soil management for obtaining the equilibrium vegetative/productive and for the reduction of erosion;
 - Fertilization planning in organic and conventional farming;
 - Canopy management to optimize ratio leaf area/production and improve the grape quality;
 - Annual wines production planning and grape amount estimates;
 - Harvest time determination after ripening monitoring through chemical and sensorial analysis;
 - Winemaking protocols and sensorial and chemical monitoring during the fermentation;
 - Wine aging in barrels, steel or bottle;
 - Wine blending and assistance during the bottling;
 - Sensory analysis and assistance in the wines presentation events;
 - Technical training for winery or vineyards employees;
 - Technical assistance for new cellar layouts: room size, equipment types and dimension;
 - Business planning, financial planning, break-even point determination for new vineyards planting or for new cellar building;
 - Technical choices to reduce the carbon footprint and to improve the sustainability in the vineyards and in the cellar;
- Business or sector: Consulting in Winemaking, Vineyard management, Business planning, Wine trade

- Gen 2010 – Feb 2010 Sunbreak - Vineyard Services
 776 Madrone Rd, Gien Ellen, CA 95442, US, www.sunbreakvineyardservices.com
 Foreman with 8-10 workers for speron cordon and GDC pruning of 30 acres with Cabernet Sauvignon, Zinfandel, Merlot, Pinot Noir in Sonoma Valley.
- Mar 2010 – Jul 2010 Castello di Amorosa- Winery
 4045 St Helena Hwy, Calistoga, CA 94515, US, www.castellodiamorosa.com
 Salesperson at the main tasting room with 800-2000 daily visitors. Wines tasting and description about the winemaking processes. 1000-1500 bottles monthly sales of high quality wines.
- Gen 2008 – Dec 2015 Kantina Deveni Zlka – Winery
 Tepelenë, District Gjirokastra, Albania
 Winter and summer pruning, pesticide treatments programs, optimization of the spraying volumes, soil management, fertilization planning, canopy management, harvest time determination.
- Mar 2008 – Dec 2013 Fontorfio – Organic Winery
 Contrada Fiorano, 4, 63067, Cossignano (AP), www.fontorfio.it
 Winter and summer pruning, pesticide treatments programs, optimization of the spraying volumes, soil management, fertilization planning, canopy management, harvest time determination, winemaking protocols;
- Mar 2004 – Dec 2008 DOMODIMONTI - Winery
 Contrada Menocchia, 212/A, 63062, Montefiore dell'Aso (AP), www.domodimonti.com
 Renew and management of 36 hectares of vineyard and a 10 hectares olive trees, integrate disease and pest management, fertilization planning, choice of grape clones and rootstocks, budget management, winter and summer pruning, canopy management, harvest time determination, costs analysis, winemaking and bottling of five different wine labels, production of 50.000 bottles of wine and 10.000 bottles of extra virgin olive oil mainly directed to the Canadian and USA market.
- May 2003 Dirección General de Desarrollo Fronterizo (DGDF) – Presidencia República Dominicana
 Calle Dr. Delgado esq. Moisés García, Edif. Felipe III, Sector Gazcue, Santo Domingo, República Dominicana, <http://presidencia.gob.do/direccion/direccion-general-de-desarrollo-fronterizo-dgdf>
 Consultant in a Government project to improve a very poor area next to Haiti. Planning and planting of an experimental vineyard in tropical climate conditions, building of a little cellar to process the local grape production.
- Gen 2000 – Mar 2000 Università Politecnica delle Marche – Viticulture Department
 Via Breccie Bianche, 10, 60131, Ancona, www.d3a.univpm.it/node/1
 Regione Marche terroir characterization in the project "Mappa aree vocate": soil analysis, sprout growth mesure, phenological phases determination, buds fertility, Point Quadrat Analysis, grape ripening control, chemical analysis (Brix, total acidity, malic acid, tartaric acid, citric acid, total polyphenols, anthocyanins, N, Ca, K, Mg), statistic elaboration of data.
- Mar 1997 – Mar 1999 Università Politecnica delle Marche – Viticulture Department
 Via Breccie Bianche, 10, 60131, Ancona, www.d3a.univpm.it/node/1
 Collaboration in the experimental vineyards and laboratories analysis, practical experience in the field about pruning of vines and canopy management, techniques to obtain the right balance vegetative/productive.
- Aug – Nov 1997/1998 La Sociale Valdaso – Cooperative winery
 Contrada Maglio, 12, 63034, Montalto Delle Marche (AP), www.cantinavaldaso.com
 Control of grape maturation at the affiliated companies (sugar, pH, total acid). Monitoring on musts fermentation and final wines.
- Gen 1996 – Aug 1996 Copagri – Farmers association
 Via S. Alessandro, 3, 63023, Fermo, www.copagri.it
 • Bureaucracy assistance to farmers for the implementation of allowances within the agricultural policy of the European Community.
- Gen 1995 – Oct 1995 Euroagri – Farm

Contrada San Giuseppe, 13, 63847, Monte Vidon Combatte (FM)
 Collaboration for the management of approximately a 200 acres orchard. Experience in pruning, pesticide treatment and collection of different fruit such as apples, apricots, kiwies, plums, peaches. Participation in an experimental project for the application of fertilizers and pesticides by xilematic transport.

Aug 1994 – Nov 1994 La Sociale Valdaso – Cooperative winery
 Contrada Maglio, 12, 63034, Montalto Delle Marche (AP), www.cantinavaldaso.com
 Control of grape maturation at the affiliated companies (sugar, pH, total acid). Monitoring on musts fermentation and final wines.

Oct 1992 Agenzia Servizi Settore Agroalimentare Marche - Regional Government Agency
 Via Industria, 1, 63027, Osimo (AN), www.assam.marche.it
 Stage in the experimental cellar, micro winemaking, carbonic maceration, hyper oxygenation musts, learning about the different aspects of winemaking technologies.

Jun – Sep 1988/1989/1990 Societa Cooperativa Agricola – Farmers cooperative
 Via Valdaso, 63828, Campofilone (AP)
 Storekeeper manual unloading of the boxes of fruit and use of the forklift.

Since 1988 Azienda Agricola Camilli Duilio – Familiar farm
 Via Valdaso, 7 63828, Campofilone (AP)
 ▪ Collaboration in the family farm for the production of small fruits and jams.

Business or sector: Winemaking, Vineyard and Orchards management

EDUCATION AND TRAINING

March 2004 Degree VITICULTURE AND OENOLOGY, vote 110/110 and prise
 Università Politecnica delle Marche - Ancona -Italy
 Thesis: "Distribution of pesticides in viticulture: technical and regulatory aspects"

March 1999 Undergraduate Degree FOOD TECHNOLOGY - Viticulture and
 Oenology, vote 69/70
 Università Politecnica delle Marche - Ancona -Italy
 Thesis: "Methods of soil management: experiences on Verdicchio with GDC system"

July 1993 High School Degree VITICULTURE AND OENOLOGY , vote 52/60
 Istituto Tecnico Agrario Statale "Celso Ulpiani" - Ascoli Piceno – Italy

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
ENGLISH	B2	B2	B2	B2	B2
FRENCH	B2	B2	B2	B2	B2

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

Communication skills Always I worked in various types of team projects with different professionals. I participate, cultivates and maintains cooperative and positive relationships with all elements and personnel involved in the winemaking process including growers, vineyard workers and cellar personnel. Able to create connections between all the actors in the production chain to achieve maximum potential.

Organisational / managerial skills	Management skills for large and small-scale projects, implementation and productions. Planning evaluation, organization, supervision, monitoring, anticipation of problems or constraints, problem solving and decision making, adjusting plans to accommodate changes and update situations and priorities. Good organization, coordinating and communication skills within an interdisciplinary multi-tasking team.
Job-related skills	I have dealt with different aspects related to agricultural production although my main skills are aimed at the world of viticulture and oenology. My focus is primarily on the production of quality grapes that, certainly, can create high quality wines. My background is varied and is a solid educational training that helps me in the continuous professional development.
Computer skills	Good knowledge of Windows and Linux operating systems. Command of the most common word processing, spreadsheets and video presentation programmes (Word, Excel, and Power Point). Able and fast to use internet resources.
Other skills	Cooking, Gardening, Bricolage, Extra virgin oil tasting, Playng keyboard.
Driving licence	Category D.

ADDITIONAL INFORMATION

- Memberships
- Commission "DOC wines" at the Ministry of Agriculture since 2017;
 - Italian Oenologists Association since 1999 (member of the Regional Committee);
 - Blod Donor Association (AVIS) since 1999.