



## ● EDUCATION AND TRAINING

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2006 - 2008 - viale Pola, Rome, Italy

**MASTER'S DEGREE IN FINANCIAL BUSINESS** - Luiss Guido Carli

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[www.luiss.it](http://www.luiss.it)

2001 - 2005 - viale Pola, Rome, Italy

**DEGREE IN ECONOMICS AND LAW** - Luiss Guido Carli

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1996 - 2001 - Crotone, Italy

**HIGH SCHOOL DIPLOMA** - Liceo Classico Pitagora

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## ● WORK EXPERIENCE

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01/06/2017 - 01/11/2021 - Rome, Italy

**CHAIRMAN AD INTERIM AT GFAR, "GLOBAL FORUM ON AGRICULTURAL RESEARCH AND INNOVATION"** - GFAR

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GFAR is the unique multi-stakeholder global forum on agricultural research and innovation hosted at FAO.

06/2021 - CURRENT - Rome, Italy

**MEMBER OF THE BOARD** - MTO - MOVIMENTO TURISMO DELL'OLIO

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MTO promotes the high quality extra virgin olive oil production for tourism in Italy

03/2017 - CURRENT - Rome, Italy

**NATIONAL DELEGATE FOR RESEARCH AND SUSTAINABLE DEVELOPMENT GOALS (SDGS) AND SUSTAINABILITY.** - CONFAGRICOLTURA

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Involved, at institutional level, in the development of Confagricoltura strategies linked to technological innovation of processes and products for associated companies and for the entire agricultural sector. Every strategy is based on UN SDG's

06/2013 - 06/2019 - Rome, Italy

**PRESIDENT** - GIOVANI DI CONFAGRICOLTURA - NATIONAL YOUNG FARMERS ASSOCIATION OF CONFAGRICOLTURA - ANGA

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Giovani di Confagricoltura - ANGA, the young farmer association that, since 1958, advances the interests of young farmers, represents their voice in national and international dialogues and actively advocates for the interests of agricultural businesses in economic, land management, conservation and rural development policies.

2006 - CURRENT - Crotone, Italy

**PARTNER/OWNER** - AZIENDA AGRICOLA MAIORANO

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Responsible for the production and the marketing sector, dealing mainly with cheese production and processing; citrus fruit cultivation; and production of vegetable, corn, cereals, durum wheat, forage and legumes.

2016 - CURRENT - Camerino, Italy

**PARTNER/OWNER - AZIENDA AGRICOLA RICCIONI**

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Responsible for production of the Riccioni's farm is specialized in producing cereals, mainly soft and durum wheat, white broad beans, barley and sunflowers.

2007 - CURRENT - Crotone, Italy

**CEO - FOUNDER - RAFFAELE MARIA MAIORANO DITTA**

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Producing organic FogliaVerde Extra Virgin Olive Oil and FogliaOro Organic Extra Virgin Olive Oil

2021 - CURRENT - Rome, Italy

**SENIOR ASSOCIATE - ASSOCIATED MEDIAS**

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Associated Medias holds several editorial partners like the art magazine InsideArt, the communication company Iqdm medias and the charity foundation for art and culture Fondazione Patrimonio Italia

03/2019 - 03/2021 - Rome, Italy

**SENIOR ASSOCIATE - STRATEGIC ADVICE SRL**

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Strategic Advice is a company dedicated to consulting in the fields of institutional relations and strategic communication

03/2019 - CURRENT - Camerino, Italy

**CONTRACT PROFESSOR OF AGRIBUSINESS MANAGEMENT - UNICAM - UNIVERSITY OF CAMERINO**

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2017 - CURRENT - Rome, Italy

**MASTER SUPERVISOR IN AGRO-BUSINESS MANAGEMENT POST GRADUATE COURSE - ROME BUSINESS SCHOOL**

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In charge of the Post Graduate Course, responsible for course contents and their guidelines in general and for each single academic module in particular.

Responsible for lecturer recruitment, the management of stages and internships and the visits to companies.

The course aims to train farmers with an innovative tech approach based on research, innovation, marketing and communication skills.

2018 - 2019 - Milan, Italy

**MEMBER OF THE ADVISORY BOARD - CARREFOUR ITALIA**

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2016 - 2017 - Rome, Italy

**PROFESSOR OF POST GRADUATE COURSE IN FOOD AND WINE COMMUNICATION - GAMBERO ROSSO**

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2006 - 2013 - Rome, Italy

**FREELANCE JOURNALIST - AGI (AGENZIA GIORNALISTICA ITALIANA); IL RIFORMISTA; LIBERO; ON LINE NEWS, AGENPARL**

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Freelance journalist for several newspapers, press agencies, magazines and web sites. Focused mainly on politics, economics, agriculture and renewable energy.

## LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C2	C2	C2	C2	C2
<b>SPANISH</b>	B2	B2	B2	B2	A2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## PUBLICATIONS

### Sdgs4Business

<https://cibele.it/products/sdgs-4-business-guida-pratica-per-aziende-del-settore-agroalimentare-alla-creazione-di-valore-sostenibile-a-partire-dai-sustainable-development-goals> – 2020

Il volume è un manuale che applica alcune metodologie di management ed analisi dei processi aziendali del settore dell'agribusiness, integrando alle descrizioni dei processi la struttura della sostenibilità così come declinata dai Development Goals stabiliti dall'ONU. Il volume procede per gradi. Dalle premesse metodologiche sino alle concrete implementazioni dei Goals sulle singole aziende allo scopo di permettere una autovalutazione di attività e processi che possono essere inseriti nel tema della sostenibilità. Alcuni casi di studio guidano l'applicazione di questo metodo e una appendice di esercizi e di applicazioni permettono al lettore di realizzare un primo approccio al problema della sostenibilità per le aziende.

### Management dell'Agribusiness

<https://cibele.it/products/management-dellagribusiness-raffaele-maiorano> – 2020

Il manuale si propone di fornire agli studenti gli strumenti per comprendere l'evoluzione del sistema agroalimentare analizzandolo lungo tutta la filiera dal punto di vista del mercato, della ricerca, delle associazioni e del consumatore. Gli studenti acquisiranno competenze sia trasversali che specifiche relative all'analisi di casi di studio sulla filiera agroalimentare, sui prodotti a denominazione protetta, le normative internazionali e prenderanno dimestichezza con i temi del management attraverso lo studio del business planning e del business model canvas. Ci si prefissa infine l'obiettivo di trasmettere il senso della sostenibilità ambientale, economica e sociale attraverso un focus sugli SDGs, gli obiettivi di sviluppo sostenibile delle Nazioni Unite, strettamente correlati all'agroalimentare nelle sue diverse fasi.

## DIGITAL SKILLS

Microsoft Word | Microsoft Excel | Social Media | Google Drive | Skype | Microsoft Powerpoint | Google Docs | Zoom | Instagram | LinkedIn | Twitter | Microsoft Teams | Microsoft Office | Good listener and communicator | Team-work oriented | Decision-making | Written and Verbal skills | Teaching and coaching | Presenting | Analytical skills | Managerial skills | Excellent organizational