

CONTACT INFORMATION

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WORK EXPERIENCE

January 2019
 current

**EU R&I Funding Navigator**

Within my self-employed/VAT company, **iKonsulting**, based in Rome, I offer various **consultancy and supporting services**, from training and coaching services, support for proposal development and project management to evaluation services.

Most recent Trainings

- Master degree on *EU project planning* on HE first pillar (3 days on-line training), Pixel
- *Horizon 2020 Marie Curie grant writing*, MCST (Malta, Jan 2020)
- Master degree on *EU project planning*, 3 days training on MSCA and ERC grants. Pixel (Florence, Italy, Nov 2019)
- *Horizon ERC StG Grants*, Empa (1-2 July 2019, Switzerland)
- *Horizon 2020 collaborative projects grant writing*, MCST (Malta, Nov 2018)
- Master degree on *EU project planning*, Pixel, (Florence, Italy Nov 2018)

Grant writing

In the years 2019-2020 I have supported more than 50 proposals' development under Horizon 2020 programme for diverse European stakeholders, being individuals and organisations, with a focus on MSCA and ERC grants, and an **achieved success rate of more than 50%**. **Successful funded proposals include the funding schemes: COFUND DP, MSCA IF, MSCA ITN, MSCA RISE, Researchers' Night and ERC grants.**

EC/REA and Programme evaluator for:

- H2020- MSCA COFUND-FP-2020
- H2020-NSUP-2020
- H2020- MSCA IF-2018
- H2020- MSCA COFUND-FP-2018
- H2020- MSCA COFUND-DP-2017

2016 -2018

Head of H2020 Training and Consultancy Services

Cambridge (UK), www.innotec-tcs.com

Started in June 2016 as **Team leader and Senior Innovation Consultant** based at TWI (Granta Park, Cambridge) to coordinate H2020 SME, FTI and Innovate UK grants development/writing of **5 Innovation Centres** (LSBIC, BIC, ARCTIC), then promoted in June 2017 as **Head of the new Training and Consultancy Department**, managing its opening an start-up. Activities include: the expansion of the clients' portfolio at international level, the recruitment and training of in-house staff, the creation and management of an international pool of 15 scientific and innovation writers for proposal submission, the design, development and updating of the new company website (www.innotec-tcs.com), management of the marketing campaign.

Training services:

- **EURAXESS ASEAN TOUR, 21-29 May 2018, Singapore and Thailand** (Bangkok, Khon-Kaen University): main trainer in 7 events on *European funding opportunities for researchers and research organisations from Asian countries*, with a focus on Marie S. Curie Actions Individual Fellowships

- (IF) and Research and Innovation Staff Exchange Scheme (RISE) grants' writing (<http://www.innotec-tcs.com/news-and-events/>), 600 participants.
- **The Horizon 2020 in Belarus 2018 Week, 19-23 February 2018, Minsk:** main TRAINER at the Information day on the MSCA "Funding academic career advancement and support of international mobility of researchers" on RISE and grant writing for researchers (<http://euprojects.by/news/the-horizon-2020-in-belarus-2018-week-to-be-held-in-minsk-on-february-19-23-2018/>), 230 participants.
- **InnoTec TCS, 17 March 2018, Cambridge:** 1-day training on Marie S. Curie Individual Fellowships (IF) and how to submit a successful proposal, with interactive group exercises, 20 participants.
- **TWI, 19-20 July 2017:** 2 full-days training on H2020 MSCA and European Research Council (ERC) programmes aimed at staff of the Innovation centres, total of 25 participants.
- **Master degree "EU Access to project financing"**, Sole24Ore, April 2017, Milan
- **Master degree "Horizon 2020"**, Sole24Ore, Jan 2017, Rome

Grant writing services:

- 4 H2020 MSCA Innovative Training Networks (ITN) proposals (deadline 18/01/2018): **1 proposal (REFLOW) under GA signature with a total score of 98.60**; 3 proposals (*IDEAs, IOTalent, Wavesurfing*) in reserve list with score above 90%
- 3 H2020 Marie S Curie Actions (MSCA) ITN proposals (deadline 12/01/17): *D-TWIN, ARIA, IDEAs* (all in reserve list)
- 2 H2020 MSCA COFUND (deadline 29/09/16): *RACE* (Fellowship Programme) and *SiSP* (Doctoral Programme), both in reserve list (list B)
- *A-PATH*, Innovate UK Newton Fund, R&D cooperation between UK and India for the development of active/passive exoskeletons and sensing suits, deadline 22/02/17: **signed the Grant Agreement and project running**
- *RobAKT*, H2020-ICT-28, CSA, deadline 25/04/17
- *SME-MatCH*, H2020- ICT- Innosup, CSA, deadline 9/04/17

2015

Coordinator of EU Project Management Office, University of Teramo



Managed the opening of the *University EU Research and Innovation and Welcome Offices* (Research Department) with setting of new services to support university staff and welcome international researchers. Recruiting and training of office staff, setting up of the university office's web page, management of research groups applying for H2020 grants. kinsogna@unite.it

Proposal submission and project management at Teramo University:

- **REP-EAT (GA N. 713714): evaluation results 91.20/100**, MSCA-COFUND-DP-2015 (starting project date: 1st of May 2016)
- **REP-BIOTECH, GA N. 675526, MSCA-ITN-2015-EJD:** project management including selection of 4 international young researchers.

Opening of EU project office, Università Telematica (UNINETTUNO, Rome), April/July 2015: recruiting staff, monitoring contracts/bids/tenders.

Training services:

- *Webinars* on Horizon 2020, focus on SC3 and SC5; TECLA, December 2015, Rome
- *Trainer H2020*, Italtbiotech, 1/10/2015, Milan

From 1 January 2007
To 1 March 2015

APRE - Agency for the Promotion of European Research



National Contact Point (NCP), formally nominated by the European Commission for:

- FP7 PEOPLE, Research Potentials, Regions of Knowledge, Science in Society
- H2020 Marie S. Curie Actions, European Research Council, Spreading Excellence, Science with and for Society

Active member of intra-European and INCO networks (i.e. [Canada](#), [EaP countries](#), [US](#)), and regular participation to EC Advisory Boards meetings (EURAXESS, REA working group for Marie Curie grants, industry-academia partnerships,) with supervision of national and EU position papers, including review of Work Programmes and Information to Applicants within the EC and [REA](#).

Head of APRE Project Team: composed by 8 in-house plus external senior project experts, mapping of call for proposals and framework contracts, building up EU partnerships,

developing proposals up to submission, management of GaP.

PeopleNetwork+ project (GA 976055; 2010-2014) Coordinator: The Network of Marie Curie NCPs, consortium of 15 EU MS/AC plus 80 associated partners worldwide.

Project Management (WP or Task leader)

- *NCP networks* (TransREG NCP, RESPOTNET, EUROSIS, People Network)
- Link2US: INCO with US (duration:2009-2012)
- Tender MCAC (2009): *Impact assessment study of 6FP Marie Curie Programme*
- ERACan Plus (BILAT INCO; 2013-2016); with Canada (development of H2020 dossier)
EU Eastern Partnership (ERANET, INCO, 2013-2016)

Organisation of national and European Info-days and Brokerage events, in collaboration within the MIUR and EC:

- Latest SIS-RRI Conference, EU Presidency: RRI Conference organized under the umbrella of the Italian EU Presidency (Auditorium Roma, 19-21 Nov 2014, Rome)

Management of training activities

Organised with APRE 110 members (60 universities, research centers, association of SMEs, large industries, Science Parks, others) and external clients, including:

- ✓ *How to submit successful proposals (RIA/IA/CSA and SMEI/FTI instruments)*
- ✓ *MSCA and ERC writing grants*
- ✓ *Impact, Communication, Dissemination of Results and Open Access*
- ✓ *Cohesion Policy, and Smart Specialisation,*
- ✓ *Career of researchers and LLL*

In **2014 a total of 41 training courses** managed in universities, research centres, ministries, industrial sector and SMEs worldwide.

Coordinator of national Working Groups (composed by APRE members) dealing with legal and financial issues related to the mobility of researchers, such as Scientific Visa and Employment contracts under Marie Curie and ERC grants, taxation and social security.

Opening and Management of APRE EU Research Liaison Office in Brussels

From 1 Nov 2003
To 31 Dec 2006

CRUI – The Italian Rectors’ Association



CRUI represents the **national University System** with an accredited role at national and international level. It is the leading point of reference as regards the questions and needs of the national academic world for the Italian Parliament, the Ministry of Education, the European Commission and Parliament.

- **EU Research Liaison Officer:** coordination of office activities in Brussels (2006)

- **EURAXESS national coordinator:** [ERA-MIT project](#)

Corporate Project Manager

8 Jan 2001
30 Sept 2003

[iLangua.com](#) - Surbiton, London

Project manager; trainer; drafting of e-commerce web contents
Development of innovative e- procurement languages technologies

1 Sept 1997
30 Aug 1999

Project manager; Team Leader

National Opinion Poll (NOP) - Oxford Street, London

Coordination and management of national and international marketing and customer care projects/surveys; data entry and reporting

1994/1996

Project manager “Scuola Sicura” project

[Telecom Italia](#) - Legal Affairs Central Directorate, Via delle Vergini 18 (Rome), www.telecomitalia.it

EDUCATION AND TRAINING

Sept 1997-June 2001

BA in International Business and German**Grade 2:1** (*Upper Second-Class Honours Degree*)London Metropolitan University – Holloway Road, London**Principal subjects:** Macro/Micro Economics and International Economics, Globalisation of financial markets, EU Competition Policy, EU Employment Law, International Business and Trade Law, Finance in Asia and Japan, HR International Management, Marketing and International Marketing, English-German**Main research projects:***"To what extent are global financial crisis an inherent weakness of the
ial markets?"; "Critically appraise the Japanese approach to management
labour relations"*

Sept 1999 - June 2000

Erasmus studentKarl-Franzens Universität - Graz, Austria**Principal subjects:** English-German translation, Business Studies.**Thesis:** "*Jorg Haider und die FPÖ. Warum?*"

Sept 1996 – June 1997

City and Guilds IT and Computing for Business**Grade: Pass**Westminster College – London

Sept 1985 – June 1990

High School Diploma in Business Studies, Tourism and Languages**Grade: 53/60**

High School Institute for Tourism and Business Studies – C. Colombo, Rome

PERSONAL SKILLS

Mother tongue

Italian

Other language(s)

English**French, German**

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken interaction	Spoken production	
C1	C1	C1	C1	C1
B1	C2	B1	B1	C2

Communication skills

Proven track record of outstanding training and communication skills; main speaker in many EU and international events, with a great attitude for mentoring and using innovative teaching methods. In the last 15 years built up a great portfolio of clients and networks.

Organisational / managerial skills

Excellent international team working and human resources management skills, with remarkable experience gained at European level by opening, and running, several RD&I offices and departments in Brussels, UK and Italy. Great attention to priorities, given the workload of being NCP for several programmes for many years that provided me with the opportunity to best support a very scientific and innovation wide community. Excellent events' organiser.

**ADDITIONAL
INFORMATION**

Publications

- Guidelines on funding Opportunities for Canadians under H2020 (2014)
- Guidelines employment contracts, social security and taxation for Marie Curie fellows (2012)
- The application of Scientific Visa for researchers employed in Italy (2011)
- Funding agreements between US and EU: what is there for me? (2011)
- Dos and don'ts in project making for Marie Curie and ERC grants (2010 inwards)
- Corporate Social Responsibility: application in research and innovation (2008)
- Dossier on FP7 (2007)