

Fulvio Fati Pozzodivalle

Date of birth: 20 June 1966

Nationality: Italian

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EDUCATION AND FORMATION

2007	Qualification to practise law
1992 - 1993	ICE National Institute for Foreign Trade (Rome) Postgraduate diploma in foreign trade "29° COR.C. E De Franceschi" 1992 – 1993
1991	Foundation for Research and International Studies in Florence First postgraduate course for preparation to the diplomacy career
1989	University of Studies of Macerata Bachelor's degree in Law, with honours - exam average 30/30

ESPERIENZE LAVORATIVE

2012 - present	Law Firm Pangrazi e Fati Pozzodivalle Partner Lawyer, registered with the Ancona Bar Association. He assists leading Italian and foreign companies in the field of civil, commercial, corporate and international contract law. In particular, he provides his assistance in the negotiation, drafting and execution of commercial and industrial collaboration agreements, procurement contracts, both in Italy and internationally, bonds and documentary credits. Over the years, he has established collaborative relationships with law firms in various countries around the world, mainly in the areas of M&A, licensing, EPC, EPCM, construction contracts, insolvency and credit management. He has overseen the establishment of joint ventures in China, Taiwan, India, Kazakhstan, Qatar, the United Arab Emirates, Russia, Nigeria, Libya, Ivory Coast and Turkey.
2008 - 2012	Law Firm Avv. Fulvio Fati Pozzodivalle Owner Lawyer, registered with the Ancona Bar Association, expert in civil, commercial, corporate and international contract law. In the field of insolvency proceedings, from November 2009 to November 2010, he oversaw the acquisition of the business units of Antonio Merloni in A.S.
1998 - 2008	Associated Consultants Firm S.a.s. Managing Partner Assistance, consultancy and training services for businesses in legal and commercial matters, with reference to international trade, industrial collaboration and institutional relations for participation in nationally and EU-funded programmes.

1993 - 1998

Renco S.p.A. (San Donato Milanese – MI)

Area Manager

Management of commercial relations in the Middle East, CIS and Africa with leading international companies operating in the industrial plant engineering, energy and oil & gas sectors.

Participation in competitions under the TACIS Community Program in Kazakhstan and Uzbekistan.

Participation in community programs and industrial collaboration projects:

- Development project and industrial partnership in China with the participation of the Municipality of Chong Quing.
- Industrial partnership project in Egypt linked to the ECIP Facility 2 Community program.
- Industrial partnership project and construction of a “turnkey plant” in Saudi Arabia, co-financed by the SIDF (Saudi Industrial Development Fund).
- Industrial partnership project in Albania linked to the JOPP’s community program and the facilitative interventions of the European Bank for Reconstruction and Development (EBRD).

He has lived and worked in various countries, including Saudi Arabia, Egypt, the United Arab Emirates, Kazakhstan and Nigeria.

MAIN TEACHING ASSIGNMENTS FOR TRAINING INSTITUTIONS

2023

DIGITED

- Ariston Pre Sales Academy Planning Pre Sales Model with online interviews to Country Managers (Europe, Asia, Africa), data analysis, construction and validation of a new sales model

2023 - 2025

Luiss Business School

- Adjunct Professor Executive Master's degree in Marketing & Sales - Design, management and development of the sales network (2023, 2024, 2025)
- Adjunct Professor Executive Master's degree in Marketing & Sales - Negotiation techniques and sales psychology (2023, 2024, 2025)
- Adjunct Professor Flex Sales Management (online) – Negotiation techniques (2024)
- Adjunct Professor Flex Sales Management (online) – Design, Management and Development of the Sales Network (online) – Sales network design models (2024)
- Teacher Flex Sales Management (online) – Negotiation techniques (2025)
- Adjunct Professor Flex Sales Management (online) – Sales network design models (2025)

2024 - 2025

Luiss Executive Management Education S.p.A.

- Adjunct Professor Contractual and legal aspects of sales force management as part of the Executive Programme in Marketing & Sales (2024 – 2025)

2006 - 2022

University of Studies of Macerata

- LUCI Project – humanities workshop for creativity and innovation (2013, 2015, 2016, 2017, 2018, 2020, 2021, 2022)
- Seminar Speaker: The role and evolution of international trade contracts in globalized business relations (2014)

- Teacher Course Made in Marche – In Marche model, between entrepreneurship and innovation (2013)
- Seminar Speaker XXI edition italian – russian Task Force on industrial districts and PMI Rapporteur (2012)
- Teacher Young Talents Project (2007)
- Teacher Master's degree – Business networks in regional development (2007)
- Speaker at the Interdisciplinary Seminar on Legal Services – International Contracts (2006)

2009 - 2024

ISTAO Institute Adriano Olivetti

- Teacher Master's degree in Strategy and Management for Small and Medium-sized Enterprises – Internationalisation and Made in Italy (2023, 2024)
- Teacher Master's degree in business strategy and international management - International Contracts (2018, 2019, 2020, 2022)
- Teacher executive Course for AMSEA Skills and tools for an evolving market (2019, 2020)
- Teacher Ecapital Culture - Adriatic Start up School - Corporate law Intellectual Property Rights (2015, 2016)
- Teacher Master's degree in International Management – International Contracts (2015, 2016)
- Teacher Partnership models – start-up and business networks (2014)
- Teacher Master's degree in international contracts (2009)
- Speaker Presentation Master's degree Global Management China Scenarios and Prospects for Businesses (2018)

2018 - 2022

24ORE – Business School

- Teacher Master's Degree Course in International Law and Trade – EPC, EPCM Contracts (2018, 2019, 2020, 2021, 2022)

2019

Confindustria Services Ascoli Piceno

- Teacher on the F.I.T.A. Training Plan – International trade tools and techniques at Sabelli S.p.A.

2014 - 2016

IAL Marche

- Teacher project IFTS Senior technician for economic and financial administration – Expert in international market sales and web strategy (2016)
- Teacher course Fondimpresa – Financial instruments for internationalisation (2014)

2012 - 2014

Confindustria Ancona – Sogesi S.r.l.

- Teacher project Fondimpresa – Financial instruments for internationalisation, at Semar S.r.l. (2014)
- Teacher project Fondimpresa – Financial instruments for internationalisation, at MAP Petrolati Agricultural Machinery (2014)
- Teacher project IFTS Senior commercial technician, for marketing and sales organisation – export manager for the PMI (2012)

2014 - 2015

Foundation Higher Technical Education in new technologies for the Made in Italy - Recanati

- Teacher on the Advanced Technical Course in new technologies for the recreational boating and shipbuilding sector (2015)
- Teacher on the Advanced Technical Course for innovation in mechanical processes and products (nautical field – project leader for nautical studies) (2014)

2013 - 2020

Meliusform (Rome - Milan)

- Teacher Master's degree in Business Law and Corporate Law (2018, 2019, 2020)

- Teacher Online training. International commercial collaboration
 - Teacher Master's degree in corporate law – Master's degree in corporate law (2014, 2015)
- 2013 -2014 **Marchet (CCIA Ancona)**
- Teacher International Sales and Marketing Management course – international contract techniques (2013 – 2014)
- 2001 **National Institute for Foreign Trade (ICE) Ancona**
- The Community program TACIS
 - Business contracts

MAIN PUBLISHING ACTIVITIES

Business Set Up online magazine – The Contractual Joint Venture

Maggioli Publisher – co-author of Business Networks

Editions of SOLE 24 ORE – Marche Region Co-author “For love & necessity economic and trade relations between Italy and Russia before and after the crisis”

LANGUAGES

English, fluent

French, fluent

I authorise the processing of my personal data in accordance with Legislative Decree n. 196 of 30 June 2003 and the GDPR (EU Regulation 2016/679)

Data 21.10.25

Fulvio Fati Pozzodivalle