

Marco Minoretti

PROFILE SYNOPSIS

Professional with 20 years of experience and broad, diverse competencies, having held various positions in departments such as Sustainability, International Sales Network, International Relations, Underwriting, and Country Risk. Currently engaged in developing SACE's ESG strategy, sustainability reporting, and related policies, products, and initiatives.

Throughout my career, I have successfully reinforced SACE's presence in Russia and CIS countries, underwritten political and sovereign risk insurance, and managed international projects such as advisory programs for the setup/modernization of ECAs in foreign countries (e.g., Georgia and Greece) or negotiations at the international level.

Additionally, I have one year of experience at the Italian Ministry of Economic Development as a technical advisor to the Secretary of State for Foreign Trade.

My profile is complemented by effective communication and negotiation skills, remarkable project management abilities, excellent relationship-building, as well as organizational and supervisory capabilities. I hold an MBA from Luiss Business School.

STRENGTHS

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| ✓ Sustainability: reporting and strategy | ✓ Client relationship management |
| ✓ 4 years of experience in Russia and CIS | ✓ Project Management |
| ✓ Skilled in Country&Sovereign Risk Analysis | ✓ People development and team building |
| ✓ Public speaker | ✓ Strong team player & self-motivated personality |

EDUCATIONAL QUALIFICATIONS

Impact Measurement & Management for the SDGs – Duke University (on line)	2024
Strategie di Sostenibilità Aziendale - Master Part Time Sole 24 Ore (5 months)	2024
Corporate MBA at Luiss Business School (two years)	2022
Postgraduate degree in Economics and International Relations (1 year) ASERI (Postgraduate School of Economics and International Relations), Catholic University "Sacro Cuore", Milan (Italy) Grade: 110/110 cum laude	2005
Graduate degree in Political Science and International Relations (4 years) Catholic University "Sacro Cuore", Milan (Italy) Grade: 110/110 cum laude	2004

LANGUAGE SKILLS

Italian: Native speaker

English: Fluent

Certification: Cambridge First Certificate - FCE (June 2003)

Russian: Intermediate

Certification: TORFL certification: B1 (December 2013)

French: Fair Knowledge

CAREER PROGRESSION

Sustainability Manager Sustainability	01/2023-today	Rome
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Role and responsibilities: Development and implementation of SACE's ESG Strategy, including reporting, policies, products and initiatives. Main focus on GHG portfolio emissions accounting, ESG insurance product development, sustainable finance, DNF and CSRD reporting and SDG Impact assessment.

Competencies and Skills Developed: Project management / ESG Strategy Development / PCAF standards for GHG Accounting / SDG Net Impact and ESG Metrics / LMA standards for Green and SLL Loans / ESG Scores and Ratings / ESG Communication and Reporting oversight / Team Management

Head of Multilateral Initiatives and Global Solutions, International Relations	01/2018 – 12/2022	Rome
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Role and responsibilities: Management of multilateral initiatives and negotiations with financial and government institutions. Main activities were related to the development of the Italian climate change policy, international negotiations on export credit issues, advisory service programs for the setup/modernization of other ECAs in foreign countries (e.g., Greece).

Competencies and Skills Developed: Project management / Advisory / Multilateral negotiations and diplomacy / International relations / Stakeholder engagement / Policy development / Public Speaking / Team Management

Technical Advisor to the Secretary of State for Foreign Trade, Ministry of the Economic Development (Secondment)	09/2016 - 12/2017	Rome
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Role and responsibilities: Direct support to the Secretary of State in managing specific dossiers, including the development of new strategies for enhancing Italian exports, with a particular focus on e-commerce and digital trade, and the definition of policies for attracting Foreign Direct Investments (FDIs) in Italy.

Competencies and Skills Developed: Communication and Public Relations / Negotiation and Diplomacy/ E-commerce and digital trade / Policy development / FDI attraction /

Head of Global Solutions International Relations	11/2014 - 09/2016	Rome
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Role and responsibilities: Organization of advisory services and training programs designed to transfer SACE's experience and know-how to foreign ECAs, ministries, or financial institutions. The activities imply also the lead generation and customer relations with partners from different countries (e.g. Russia, Georgia, Iran, Saudi Arabia, Kuwait, Oman, Turkey, South Africa, Ghana, Mexico, and Ethiopia).

Competencies and Skills Developed: Advisory services / Project Management / Business Development and Strategy / Training program development / Business Organization / International relations / Credit Insurance and Export credit / Public Speaking / Team Management

Representative at SACE Moscow Office International Sales Network	09/2012 - 10/2014	Moscow
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Role and responsibilities: Promotion of SACE financial and insurance products to clients based in the CIS region. This includes cultivating business relations with major counterparts such as large companies and governments, international banks, and top-100 Russian banks. Personal development included

studying the Russian language, achieving intermediate level knowledge (B1) as certified by the University of Moscow.

Competencies and Skills Developed: Business development and promotion / Customer relationship management / International trade / Cross-cultural communication / Market and risk analysis / Credit Insurance and Export Credit / Office management / Public Speaking

Policy Underwriter , Political Risk Insurance Unit, Export Credit and Structured Finance	06/2011 - 08/2012	Rome
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Role and responsibilities: Underwriting insurance policies/guarantees for cross-border transactions. Main focus on non-honoring of sovereign financial obligations products in Africa and Asia and political risk insurance programs for multinationals and banks investing in emerging markets.

Competencies and Skills Developed: Policy Underwriting / Export Credit&Structured Finance / Sovereign financial obligations / Political risk insurance / Infrastructure projects / Emerging markets / Risk assessment / Insurance policy management / Negotiations

Sovereign & Country Risk Analyst (Head of CIS Desk)	01/2009 - 05/2011	Moscow, Kiev
Country Risk and Economic Studies Research	05/2005 - 12/2008	Rome

Role and responsibilities: Country risk assessments, sovereign/sub-sovereign credit evaluation, and research on economic and political trends with a focus on CIS and Eastern European countries. In 2008, assigned to the Moscow office for tighter risk monitoring, particularly on CIS banking sectors, due to the international financial turmoil at the time. Attending Country Risk Expert Meetings at the OECD as the Italian delegate.

Competencies and Skills Developed: Country risk assessment / Sovereign and sub-sovereign risk assessment / Geopolitics / Economic and political analysis / Risk monitoring / Office management / Public Speaking
