




Fabiana De Carlo

Currently based in Pisa, Italy 
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I am a qualified and professional Communication Strategist, with a background in Sinology and International Relations. Currently, I lead the Communication and Dissemination Work Packages of European projects in several domains (Mission Soil, Mission Ocean, Digital twins, Earth Observation, Digital Democracies, Bioeconomy, ICS Standards).

Living and studying in China has expanded my worldview, enabling me to approach challenges from multiple perspectives. Curiosity drives me forward, allowing me to adapt and thrive in fast-paced environments.

Core Skills

- **COMMUNICATION & CONTENT CREATION**
 - Copywriting, Translation, Editing
 - Outreach & Social media campaigns
 - UX Research & Design (Figma, Canva)
 - SEO, Website management (WordPress, Drupal)
 - Familiar with Photo and Video Editing
- **NETWORKING**
 - Stakeholder mapping & engagement
 - Event Planning & management
 - Public Speaking, Spokesperson
- **RESEARCH & ANALYSIS**
 - Field data collection, Qualitative analysis
 - Grant writing, Technical Writing
 - Policy Analysis

Language Skills

- Italian (Native)
- English (Proficiency, C2)
- Chinese (Advanced, HSK5)
- French (Elementary A1)

Soft Skills

Effective communicator, Time management, Problem solver, Team player, Critical thinker, Adaptability.

Professional Experience

SEPTEMBER 2023 – PRESENT

Communication, Dissemination & Outreach Strategist - R&I European Projects / Trust-IT Services (Pisa, Italy)

Responsibilities:

- Develop and execute communication strategies for EU-funded projects (Horizon Europe, Digital Europe).
- Manage campaigns across email, social media, newsletters, and press releases.
- Conduct market research, analyse performance metrics, and prepare reports.
- Conceptualize marketing materials: flyers, brochures, slide decks, whitepapers, case studies.
- Manage project websites and social media accounts.
- Organize and moderate large-scale events.
- Network & partner management, technical writing, and grant proposals.

- Travel across Europe to manage and attend project events.

FEBRUARY 2022 – SEPTEMBER 2023

National and European Project Assistant / Sant'Anna School of Advanced Studies (Pisa) - Institute of Management

Responsibilities:

- Provide support to networking activities and liaise with the Italian ecosystem of research and innovation (private and public stakeholders);
- Provide support to the research staff for the preparation of the application dossiers for European Projects: HORIZON-WIDERA-2023; ERASMUS +; National Biodiversity Future Centre (funded by NRRP);
- Provide support to the Technology and Innovation Transfer research staff of NBFC (Spoke8) for communication, network management, and the production of official documents

SEPTEMBER 2020 – SEPTEMBER 2023

China Strategic Partnership Developer / Sant'Anna School of Advanced Studies (Pisa) - Institute of Management

Responsibilities:

- Coordinate, manage and implement the cooperation and academic partnership project of the Scuola Superiore Sant'Anna and Chongqing University.
- Develop and implement strategies for the Institute of Management engagement with other Chinese Universities;
- Provide network management assistance to various actors, other universities, embassy contacts, governments, funders and other key stakeholders.
- Arrange and implement Winter and Summer Schools, in-house academic courses, interdisciplinary seminars
- Manage budgets of Chinese Innovation, Education and Research Programs;
- Prepare briefings, organise events, write newsletters and other activities necessary to implement the school's engagement strategy

SEPTEMBER 2019 – SEPTEMBER 2020

Confucius Institute Office and Event Coordinator/ Sant'Anna School of Advanced Studies (Pisa) - Institute of Management

Responsibilities:

- Conduct day-to-day planning and implementation at Confucius Institute of Pisa, working cross-functionally with other offices of Institute of Management;
- Develop language courses, educational workshops and activities for middle-school and high-school students and general public;
- Support recruitment of Chinese overseas students and volunteers with admissions and administrative procedures, including promotional calls and selecting participants
- Arrange and implement cultural events to increase the engagement and visibility of Scuola Sant'Anna's China-related activities (Pisa Chinese Film Festival, Chinese Book Festival, Chinese New Years), managing budget and logistic aspects.

MARCH 2017 – SEPTEMBER 2023

Language and Cultural Mediator/ ANGI 中意亲年会 , Turin, Public Institution and Private companies in Pisa, Turin, Taranto

Responsibilities:

- Provide translation and interpreting services for public institutions (Hospitals, Civil Registry, Law courts, Finance police, Police, Municipality);
- Assist young Chinese women in their maternity and post-partum path;
- Assist Chinese people with strong linguistic and cultural barrier in their daily activities
- Assist intercultural projects in schools with high density of foreigner students

Education

APRIL 2023

Master in European Project Management / SIOI - Società Italiana per l'Organizzazione Internazionale, Rome, Italy

The course aims to promote the training of expert consultants in the field of European design and technical assistance in the management and reporting of Structural Funds with specific expertise in European funding sources and project management.

MARCH 2019

Laurea Magistrale LM, Scienze internazionali, China and Global studies / Università degli Studi di Torino, Italy

The course had special focus on the role of China in reshaping the politic and economic global relations aimed to promote the understanding of contemporary China's political-institutional and socio-economic change. Good knowledge about International and Comparative Political Economy, Chinese Social Transformations with sociologic, historical, and economic focus, Chinese Law. Graduated 110/110

FEBRUARY 2017

Laurea Magistrale LM, Scienze internazionali, China and Global studies / Sichuan Normal University, Chengdu, China

Intensive Chinese Language Program- Confucius Institute Scholarship

DECEMBER 2015

Bachelor Degree Mediazione linguistica e Culturale/ Università degli Studi di Milano

The course had been focused on Chinese language (spoken and written, translation) English Language (spoken and written, translation), Chinese Culture and Literature, International Law, Comparative Public Law, History and Institution of Asia

Activities and Hobbies

In my free time, I focus on travel and photography, with a particular interest in analogue techniques. I am also passionate about wine culture and reading Asian narratives, including science fiction, novels, and essays. In 2020, I completed a writing course on 'Writing about Foreign Affairs - Narrating Asia' and led a digital editorial project on Chinese culture and insights, titled MamaSoia. Additionally, after four years of collaboration, I continue to collaborate with the Confucius Institute and Cinema Arsenale, particularly in organizing the Pisa Chinese Film Festival.