

DANIELA AVANZATO

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Agrigento

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[Linkedin Profile](#)



SUMMARY

Project & Program Manager with experience leading local development initiatives focused on education, employability, and capability hubs supporting skills development, training, startups, and social enterprises. Manage a portfolio of complex projects and demonstrate advanced expertise in project governance, KPI design, and impact measurement. Build cross-sector partnerships with companies, universities, and public institutions to deliver sustainable innovation pathways and place-based growth. Integrate ESG approaches and open innovation strategies into organizational processes, emphasizing scalable solutions and measurable impact.

WORK EXPERIENCE

PROJECT & PROGRAM MANAGER

Sept 2020 - Present

Fondazione Comunitaria di Agrigento e Trapani

Agrigento - Italy

- **Project management:** owned project planning and delivery, scheduling, KPI framework design and monitoring, reporting, and process supervision. Coordinated cross functional teams and public private partnerships.
- **Program management:** led a project portfolio to ensure strategic alignment and resource optimization. Managed a team of three Project Managers.
- **Startup support:** supported startups and social enterprises through entrepreneurship training, mentoring, and access to funding. Advised on business plans, impact metrics, and sustainability roadmaps.
- **Ecosystem building & institutional relations:** built partnerships and facilitated co-design processes. Managed relationships with institutional stakeholders and funders. Represented programs at conferences and supported media relations.
- **Financial and administrative management:** managed project budgets and kept variance below 10%. Led budgeting and forecasting, cost control, and financial reporting. Oversaw administrative operations, safety, and organizational compliance.
- **Business development e grant writing:** developed and wrote proposals for public and private calls. Prepared budgets, delivery plans, and results indicators.
- **Quality management:** designed and implemented Quality Management Plans, Project Management Checklists, and Standard Operating Procedures aligned with ISO 9001.
- **Recognition:** Recognized as an ASviS best practice and presented results at CNEL. Shortlisted for Will Media's Future4Cities Award 2024.

CEO & CO-FOUNDER

May 2021 - May 2024

Fa Bene Sicilia Soc. Coop. Sociale

Agrigento - Italy

- **Startup Strategy & Business Model:** founded and managed an e-commerce startup. Developed a sustainable business model based on a short supply chain and ESG based supplier qualification.
- **Financial & Strategic Planning:** defined the business plan and go to market strategy.
- Defined and implemented the **company sustainability plan**.
- **Supply chain sustainability:** developed a proprietary ESG supplier qualification system for agrifood partners. Coordinated due diligence across a supply chain of 30 qualified producers, including audit activities.
- **Customer & Market Development:** managed B2B customer relationships. Conducted interviews with customers and prospects to gather requirements and validate the solution.
- **Digital Project Delivery:** designed and coordinated the front-end architecture of two e-commerce platforms, from requirements analysis through release.
- **Recognition:** winner of UniCredit's "Road to Social Change" call; "Impresa è Donna" award from Terziario Donna, Confcommercio Catania.

EVENT MANAGER & PRODUCER

2017 - 2021

Freelance and project based collaborations

Agrigento, Milan - Italy

- Conceptualized, produced, and managed cultural and corporate events.
- Managed key accounts and client relationships.
- Managed relationships with sponsors and funders, and delivered CSR projects.

SKILLS

Startup and Innovation Management

Program Design, Partnership Building, Mentorship and Training, Business Model Validation and Growth Support, Impact Assessment

Project and Program Management

Agile and Waterfall Methodologies, Project Scheduling and Timeline Management, KPI Monitoring and Reporting, Quality Management (ISO 9001), Risk Management, Financial Management, Team Management

Digital

E-commerce Management, Project Management Tools, Microsoft Office Suite, WordPress

Sustainability Management

Sustainability Strategy, ESG and Impact Metrics Design, ESG Performance Monitoring and Reporting, Supply Chain Due Diligence and Auditing

Soft Skills

Time Management and Prioritization, Public Speaking, Leadership, Proactivity, Results Orientation, Attention to Detail, Relationship Building, Social Intelligence, Conflict Management and Resolution, Strategic Overview

EDUCATION

[Master "Sustainability Management: Environmental, Social and Governance"](#)

2025 | ISTUM - Istituto di Studi di Management, Scandicci.

Qualified in accordance with UNI/PdR 109 by ACS Italia.

Executive Course "Innovative Manager for Business Leaders"

2022 | Università Cattolica del Sacro Cuore, Milan.

Master's Degree in Economics and Management of Cultural Heritage and Performing Arts

2019 | Università Cattolica del Sacro Cuore, Milan.

Final grade: 110/110 cum laude. SMART Award for academic merit.

Bachelor's Degree in Linguistic Sciences and Foreign Literatures

2017 | Università Cattolica del Sacro Cuore, Milan. Specialization in Linguistic Expertise for Management and Tourism. Final grade: 110/110 cum laude.

CERTIFICATIONS

[Lead Assessor Environment, Safety and Energy Systems for Sustainability](#)

[Lead Assessor Social Responsibility](#)

LINGUE

Italian: Native

English: C1

German: B1

INTERESTS

Networking with changemakers, arts and performing arts, design thinking, startup ecosystem.