



Appointment of Head of Operations

1. The Executive Director presents his compliments and wishes to inform Members of the Organization that, after having undertaken the required procedures as stipulated in Rule 48 of the Rules of the International Coffee Organization, he has decided to appoint Mr Gerardo Patacconi as Head of Operations of the Organization. Mr Patacconi will join the Organization in January 2018.
2. A copy of Mr Patacconi's *curriculum vitae* is attached.

GERARDO PATACCONI

CURRICULUM VITAE

SUMMARY OF EXPERIENCE

- Director (Oic), Agri-Business Development Department, United Nations Industrial Development Organization (UNIDO) as of February 2016
- Shortlisted candidate: *Head of Operation*, International Coffee Organization (ICO), 2015
- Shortlisted candidate: *Executive Director* of the International Sugar Organization (ISO), 2013
- Unit Chief at UNIDO since 2007 (Quality, Standards and Clusters units);
- Over 30 years' international experience in a multi-cultural and multi-lingual setting on sustainable and inclusive economic development, with strong experience in private sector development, international trade and sustainable supply chain development (agribusiness and commodities) and responsible sourcing through Public-private Partnerships (PPP).
- As statistician and trade & industrial development expert worked and supervised operations in over 70 countries with in-depth knowledge of agribusiness and commodity-based industry and supply chains, including coffee, sugar, cocoa, cotton, etc., international trade rules and negotiations, industrial restructuring and modernization, food safety and quality standards, and social and environmental sustainability and climate change mitigation/adaptation.
- Results-oriented executive, directly managing 80+ staff at HQ and 200+ in field operations and a yearly portfolio of over EUR 50 million of technical cooperation projects, research and advisory services.
- Effective and inspiring manager, able to work under pressure, with strong staff motivation skills, managing large-scale headquarters and country/projects teams;
- Dynamic leader, strategic thinker and innovator, with a solid global network and successful track-record in funds mobilization for international cooperation projects and events (main donors: EU, SECO, MOFA, LUXDEV, NORAD, KOICA, AfD, Italian Cooperation, USAID, Canada, Slovenia, South Africa, India, World Bank/UNOPS, Global Environmental Facility GEF, IADB...);
- Successful negotiator of Public-Private Partnerships/cooperation agreements with leading private sector companies (Illycaffé, METRO AG, AEON, Heineken, , H&M, HP, Volvo...), industrial associations, UN agencies, International financial and development Institutions, WTO, governments, donors, academia;
- Substantive experience in providing independent strategic advice to policy-makers & top-ranking Government officials and proven and effective diplomatic skills in liaising and coordinating with Member States and stakeholders as well as in designing and organizing ministerial meetings, and other high-level events and in the formulation and negotiation of resolutions and agreements;
- Excellent writing skills for strategic and policy documents, technical/economic/market reports, project documents, annual reports and programmes and budgets as well as in preparation of briefing notes, speeches, press releases for top management and counterparts;
- Outstanding communicator, with experience in dealing with the media, often invited as a public speaker both to chair and address ministerial meetings, international conferences and events in English, French, Spanish and Italian on topics relating to economic development, international trade, industry, standards, sustainability, agri-business/commodity supply chains, as UNIDO representative or in personal capacity.
- Fully computer literate that also developed and managed strategic and technical software-based tools and e-learning packages.
- Unique knowledge of the specificities and needs of developing countries, including BRICS and least developed countries, as well as of multilateral, regional and bilateral trade issues, promoting cooperation and interaction between industrialized and developing countries as well as between buyers and suppliers.

GERARDO PATACCONI

PROFESSIONAL EXPERIENCE

Current Position

United Nations

Industrial Development Organization (UNIDO)

Director (OIC), Agri-Business Development Department

Period: 2016-today

Main duties:

- Strategic and operational management of UNIDO Agri-business Department
- Project development and strategy development for agri-business, sustainable agro-based value chain development, food safety and security, integration of smallholder farmers into regional/international supply chains, Rural youth employment and women empowerment.
- Management and expansion of UNIDO Agri-business portfolio and networks including funds mobilization (Bilateral donors, multi-lateral donors such as EU, GEF, GCF, private sector);
- Management and coordination of HQ team (90 staff including 27 full-time professionals) and field staff (200+) with a Portfolio € 50+ million (yearly);
- Development of UNIDO/FAO/IFAD Accelerated Agriculture and Agro-Industry Initiative (3ADI+) endorsed by the UN Economic and Social Council (ECOSOC)
- UNIDO Focal point for cooperation UNIDO/FAO.
- Development of partnership with Multinational companies (Illy Coffee, Heineken, METRO AG, AEON, Migros, Scania, HP...); international organizations (EU, UN, FAO, IFAD, UfM, CFC, GEF..); International financial institutions (EIB, AfDB, WB, IFC...);
- Represent the Department or the Director –General of UNIDO at major global and regional events;
- Planning and management of events and fora and preparation of documentation and negotiation of resolutions as secretariat of UNIDO Policy Making Organs;
- Member of UNIDO Board of Directors and of several management task forces

Previous positions

- Co-Chair UNIDO Team on the reform of the Human Resource Framework (2015)
- Member of the UNIDO 2015 Sustainable Development Goals and Expo 2015 Teams
- Chief, UNIDO Cluster and Business Linkages (2010-2013)
- Team Leader Communication strategy for the UNIDO Change Management programme (2012)
- Chief, UNIDO Quality, Standards and Upgrading Unit (2007 – 2010)
- UNIDO Industrial Development/Country Officer and Field Manager UNIDO/WTO Joint Programme (1989-2006)
- Associate Expert in Industrial Economics & Statistics (1987-88), UNDP/UNIDO, Papua New Guinea
- Chief statistician (1984-87), Research and Studies Department, Mediocredito Centrale Bank, Italy
- Consultant, Centro Studi Energia Renzo Tasselli (Cesen) – Ansaldo Group (1984) , Rome, Italy
- Freelance consultant and researcher (1978-84), University of Rome, private consulting companies

GERARDO PATACCONI

EDUCATION AND ACADEMIC BACKGROUND

- MA in Statistics and Demography (laurea), University of Rome «La Sapienza» (1978-1984)
- 2nd EURO Summer school on Multicriteria Analysis and Decision-Aid, Free University of Brussels/European Institute for Management Science, Summer school, Grant by EURO, European Association of Operational Research Societies, (award as young scientist) 1985
- IRQA Lead auditor of ISO 9000 and ISO 14000 Management Systems (2000)
- Certificate in Total Quality Management, Association for Overseas Technical Scholarships (AOTS)/METI Japan (2000)
- UNIDO training: finance, management, planning, negotiation, communication skills, HRD, gender... (1990-2016)

LANGUAGES

- Italian (mother tongue)
- English (fluent)
- French (fluent)
- Spanish (fluent)

PERSONAL DETAILS

Italian, born on 13th March 1959, divorced with two children.

REFERENCES

Andrea Illy, CEO, IllyCaffe' (presidenza@illycaffe.it)

Mahammed Boun Abdallah DIONNE, *Prime Minister, Republic of Senegal*, mahadionne@yahoo.fr

Dante Brandi, *First Counselor for Economic and Commercial Affairs*, Representatives to Commodity boards (Coffee, Cocoa, Sugar), Italian Embassy to UK, Dante.brandi@esteri.it

OTHER REFERENCES (Video clips)

- <http://www.unmultimedia.org/avlibrary/asset/1897/1897790/>
- <http://csr.pradagroup.com/it/event/shapingcreativefuture/#3>
- <https://www.youtube.com/watch?v=YQi-m9Q-kxQ>
- <https://www.youtube.com/watch?v=l--rVg0lOqo>
- https://www.youtube.com/watch?v=-nh_ut1MBYA
- <https://vimeo.com/39978852>
- <https://www.youtube.com/watch?v=STp4ONz2llw>

* * *