

SILVIA SUPERBI
Management & Sustainability of Non Profit Organizations

Brief description:

Freelance consultant expert in sustainability and management of Non Profit Organization.

Graduated in Political Science and International Relations, with a Master's degree in Marketing and Communications for Non-Profits and various specializations in Advocacy and Fundraising; after a long and multi-year experience both in Profit sector and in Non-Profit entities, today I work alongside and support Non profit Organization's staff, dealing with both new realities or evolving organizations, with particular focus on project management, communication, advocacy or fundraising.

I recently founded "Frame for Life ETS, Photography and Cinema for the Third Sector", an organization that creates events and pathways to accompany the Organizations to communicate, to involve artists to illuminate the stories of humanity and to raise awareness in society, welcoming fragilities and stimulating changes.

Areas of competence:

- Project management's experience in profit and non-profit organizational contexts
- Start-up of new organizations, pilot projects and new structures
- Strategic plan, project management, operations management and budgeting
- Development of positioning, communication, awareness and advocacy campaigns
- Partnership development and stakeholder's relationships
- Fundraising focused on Corporate, Foundation and Major Donors
- Team management
- Trainings for boards, staff and volunteers

PROFESSIONAL EXPERIENCES:

August 2018 to present:

Free-lance senior professional

NON-PROFIT ORGANIZATIONS MANAGEMENT AND DEVELOPMENT

Collaborations with Ngos, Non profit Organizations, Foundations and Companies

Responsibilities:

Planning and development of the organizations, building relationships, defining and managing annual budgets, developing teams, developing sustainability and managing communication and fundraising deps.

2024:

- Director of **Consulcesi Foundation** (Company Foundation)
- President and Founder of **Frame for Life** (Non profit Organization)
- Member of the Board of Directors of **Street Child Italia** (NGO)
- President of Scientific Committee of **Euconsult Italia** (European Association of Non Profit Sector Consultants)

2021-2023

- Director of **Consulcesi Foundation** (Company Foundation)
- President of **Euconsult Italia** (European Association of Non Profit Sector Consultants)
- Member of the Board of Directors of **Street Child Italia** (NGO)
- Member of the Board of Directors of **Future4** (Communication company)

2018-2021

- Fundraising Manager at **Ass. Romanini Onlus** (ART Radiotherapy Dep. - Policlinico A. Gemelli Hospital)
- President of the Advisory Board of **Stella Cometa Odv** (NGO)
- Fundraising Manager at **Stella Cometa Odv** (NGO)
- Fundraising Consultant and Trainer in **Agenfap** (Communication and Fundraising Company)
- Project manager at **Bonifacio Srl** (Private Company)

Jul 2016 – Aug 2018

Permanent Contract

FUNDRAISING DIRECTOR

International Agency for the Prevention of Blindness, Italian chapter – IAPB Italia Onlus

- Development and implementation of the short, medium and long-term fundraising strategy for the sustainability of IAPB Italia onlus.
- Definition of department budget and identification of annual fundraising objectives
- Relations and fundraising vs Donors: companies, major donors, foundations and institutional funders
- Start-up and CRM management
- Active participation in major sector events and meetings
- Organization of awareness and fundraising events
- Preparation of documents, reports, presentations, programme plans, cross-functional meetings and meetings
- Supporting the board in redefining planning, financing and objectives for fundraising purposes
- Coordination of the working team for fundraising purpose: administration, press office, office, projects, technical staff

Sept 2007 – Jun 2016

Permanent Contract

EXECUTIVE DIRECTOR of National Center of Visual Rehab at Gemelli Hospital in Rome

International Agency Prevention of Blindness, Italian chapter – IAPB Italia Onlus

Managing Director:

- Management of 18 staff, organization of activities and strategy implementation.
- Complete start up and operation of the Centre within an operating division of the Agostino Gemelli Foundation Hospital in Rome
- Annual programme plan and management for the various fields of activity (care services, research, training, advocacy and fundraising)
- Finance planning, management and reporting
- Stakeholder Relations: Companies, Foundations, other non-profits, Scientific Societies, Universities, Ministry of Health, World Health Organization
- Fundraising Events
- Awareness campaigns
- Drafting of programme update reports, project proposals, concept notes, materials for advocacy or fundraising initiatives
- Responsible for liaison with the World Health Organization (WHO) until appointment as the world's only Collaborating Centre for Visual Rehabilitation
- Relationship with Ministry of Health (Health Prevention Directorate + Communication and Institutional Relations Directorate), contributing to make the National Centre a ministry's technical body for visual rehabilitation and for the protection of visually impaired
- Network development with the 80 low vision centres nationwide

2002 - 2007

Permanent Contract

PATIENTY & CITIZEN ADVOCACY ASSOCIATE

Pfizer Italy Srl

- Head of Charity and CSR area: internal management, disbursement of grants, donations, development of empowerment projects with non-profit organizations, NGOs, Foundations and Patient Associations
- In collaboration with marketing department, development of the first pioneering win-win partnerships between pharmaceutical companies and non-profit organizations
- Organization of awareness campaigns in collaboration with NGOs, press conferences, congresses, meetings and communication events, in synergy with public affairs functions, partnerships with research centers, opinion leaders, Think Tanks.
- Patient Advocacy representative for Italy in Global Teams - International

1998 - 2002

Permanent Contract:

EXECUTIVE EVENTS COORDINATOR

OIC Srl, events and communication company

- Organization of national and international events, congresses and press conferences
- Managing relations with partners, media, staff, suppliers, congress participants
- Organization of activities for the participation of groups of Italian doctors in national or international congresses: inspections, choice of location, organization of services and accommodation, administrative management
- 2000-2001: Secondment at **Pfizer Italia SpA**, as project manager for the organization of events and congresses for the cardiovascular team
- 1999- 2000: Secondment at the Italian **Ministry of Foreign Affairs**, responsible for managing the logistics of events:
 - o N.A.T.O. Summit Florence May 2000
 - o 50th Anniversary Declaration of Human Rights of the Council of Europe, Rome November 2000
 - o Meetings of the Ministers of Foreign Affairs of the Central European Initiative (CEI) DGEU 2000-2001

1994 - 1998

Permanent Contract:

FLIGHT ATTENDANT

Alitalia SpA

Flight attendant duties on board medium and long-range aircraft.

POSTGRADUATE TRAINING:

2023	"Project management: tools for management and leadership of Non profit": Confini Online
2022	"Communicating in the Social" Fundraising Academy
2022	Course "The Art of communication" – 24Ore Business School
2021	Course "Designing for Calls" - Fundraising Academy
2019	"Non Profit entities and relations with banks" – Confini Online
2019	Course "International Foundations" – Confini Online
2019	Course "Digital Fundraising" –Fundraising School of Rome
2019	Course "Crowdfunding and personal fundraising" – Confini Online
2019	"5perMille Donations" – the Fundraising School – Aiccon
2017	Fundraising Intensive Specialization (individuals, digital, major donors, corporate, foundations, social impact, people raising, volunteers, Italian Third sector Reform) – Fundraising Academy
2016	Course "National and International Foundations" - the Fundraising School – Aiccon
2014	Course "Start-up e business plan, Project financing" branch of project management for Cooperation master – ASVI Social Change
2014	"Euro design for Social Innovation" of Master in Fundraising Management – ASVI Social Change
2014	"EU design, Horizon 2020" –La Sapienza University of Rome
2013	Specialization Diploma "Fundraising in the Non profit Organizations" – Training center VIS Onlus
2012	Specialization Diploma "Human Rights and Development Cooperation" – Training center VIS Onlus
2011-2012	Advanced Course "Planning, Organization and Management of Health Ist. and Services" – Sacred Heart Catholic University
2001-2002	MASTER in Marketing and Non Profit Communication – Ateneo Impresa, Rome

UNIVERSITY EDUCATION:

1995-2001 **University Degree in Political Science, International Studies**

Università degli Studi di Firenze, Facoltà Cesare Alfieri

Master thesis: **"Médecins Sans Frontières in Sudan"**

VOLUNTEERING:

From 2015 to 2019 I volunteered in the Rome Group of **Médecins Sans Frontières (MSF Italy)**, for the organization of awareness, fundraising and communication events.

LANGUAGES:

ITALIAN mother tongue

ENGLISH advanced

FRENCH basic

GERMAN basic

PERSONAL DATA:

- Residence in Rome, Italy, Via Casale Ghella 45
- Born in Florence, on 8 August 1972
- Married, 1 child aged 15, a dog and a cat
- VAT N°: 14584491006 activity code 702100 (Public Relations and Communication)

I AUTHORIZE

the processing of the personal data contained in my curriculum vitae on the basis of Italian Law (Art. 13 del D.Lgs. 196/2003 and Art. 13 GDPR 679/16).

Rome, 13 January 2025