



Dr. Adriana Gulino
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Profile

A highly self-motivated, focused professional. Strong communication skills in multiple languages: Italian mother tongue, fluent in both oral and written English and French; good working knowledge of Spanish. Excellent organizational and management skills. Enjoying working in a multicultural environment, building solid and effective relationships with colleagues within the team and across various departments. Top performer, able to make accurate market analysis for new sales opportunities and quality leads, as well as to generate revenues in the poorest countries of Europe. Able to work under pressure and to meet tight deadlines; strong problem-solving skills as well as creativity thinking. Easily adaptable to changes, always maintaining a positive professional attitude. IT literate with strong logical, analytic and diplomatic negotiation skills.

UK working experience

August 2014 to present

I work in the Sales department of the SMB team of Aspen Technology Inc. as Senior Inside Sales Account Manager.

I am also Co-chair of the AspenTech Women Leadership Forum for EURA.

AspenTech Presidents Club winner for FY19

Switzerland working experience

July-December 2009

Child Protection Advisor of the Advisory Service on International Humanitarian Law of the International Committee of the Red Cross (ICRC), Geneva, Switzerland.

- Assigned to draft a legal document “Guiding Principles for the implementation of relevant international provisions prohibiting the recruitment and participation of children in armed conflicts”.
- In charge also of the organization of an International Expert Meeting on the same issue, with the scope of discussing the main topics of the Guiding Principles; as well as of the coordination of drafting notes with the aim of preparing the final report for publication. The meeting took place in Geneva from 7 to 9 December 2009.

Achievements:

- Final draft of “the Guiding Principles”
- Organization and coordination of the International Expert meeting in Geneva.
- Draft of diplomatic speeches

October 2000 - June 2009

International Legal and Socio-Economic Consultant at the International Labour Organization

- Legal adviser and socio-economic research expert in Business and human rights.
- Carried out research as well as advocacy and lobbying activities on the issues of the protection of fundamental workers' rights, child labour, forced labour, and the prevention of HIV/AIDS discrimination in the world of work.
- Drafted project proposals, including budget prevision, to major donor agents for fundraising activities.
- Drafted legal documents such as partnership agreement texts, recommendations, and legal opinions as well as diplomatic speeches and presentations to International Conferences.

- Analysis of country situations according to specific violations of international labour standards.
- Organization and coordination of International Seminars, Workshops, and Expert Meetings
- Coordination of international publications
- Multilanguage translator during the annual International Labour Conference from the year 2001 until 2009.

Achievements:

- 7 among my research papers and/or contributions to publications have been included into ILO volumes.
- The organization and coordination of International events, such as Workshops, Round Tables, Training Seminars, Expert Meetings.
- Submission of legal direct requests and recommendations to the Republic of Macedonia on behalf of the ILO.
- 3 project proposals submitted to donor agents received the requested funds.

Other working experiences in Italy.

February 2010 to February 2011: (unpaid) Professor Chair of Private International law in the post-graduate course on European and Transnational Legal studies as well as Tutor in International Law and International Humanitarian Law at the University of Palermo, Faculty of Political Sciences.

October 2008-April 2009: Tutor in International Law and International Humanitarian Law at the University of Palermo, Faculty of Political Sciences.

April 2006: Within the framework of the Master's program "Internationalization of enterprises" of the Faculty of Political Sciences, University of Catania (IT), I gave two seminars on the issue of "Core labour standards and child labour, Corporate Social Responsibility and Code of Conducts." The seminars illustrated also the importance of the 1998 Declaration, the ILO monitoring mechanism, and the role of the Organization in implementing international labour standards. The open discussion focussed on child labour.

Education

2007- 2009 University of Palermo, Faculty of Law: PhD in Human rights. Title of the thesis "*The forced recruitment of child soldiers and the role of the ILO in the fight for its elimination*".

1999 – 2000 University of Verona, University of Catania, University of Geneva, Centre for International Understanding Roma. LLM Master's Degree in "Advanced International Legal Studies". Title of the final thesis "*Le droit à l'assistance humanitaire*".

1997 University of Catania, Faculty of Law, Italy "*Post-graduated course for Diplomatic career and other International careers*". Organized by the University Training Centre. (1997)

1996 University of Catania: Degree in Political Sciences: final marks 107/110 Title of the final thesis "*The protection of fundamental human rights in the Italian legal system and in the European Community one*".

Languages:

Italian mother-tongue, fluent in English and French; good working knowledge of Spanish.

List of publications and/or personal contribution to publications

Adriana Gulino: "An overview of historical and current legislation in the UK concerning the inspection process in the education system. The potential role and participation of teachers, parents, and the community in school based child labour monitoring". ILO/IPEC, Geneva, 2004

Chiara Bonotto, Diego Di Giovanni, Adriana Gulino: "*Some reflection about state sovereignty and humanitarian action*". International Institute of Humanitarian Law "Humanitarian Action and State

Sovereignty”. International Congress on the occasion of its XXXth Anniversary. San Remo, 31 August - 2 September 2000. Dragan European Foundation, Edizioni Nagard, 2003

“The ILO and sustainable development” in “Global report on Sport for Development and Peace”, UN Inter-agency task-force on Sport for Development and Peace, New York, May 2003

In charge of the publication process:

Responsible for the Italian edition and Author of the Tables in Chapter XIV of the Universitas Program’s volume: Giovanni di Cola “Beyond the scoreboard: Youth employment opportunities and skills development in the sport sector”. ILO/Universitas, December 2006

“Employment and social dialogue in the sport sector”. ILO/Universitas, September 2003

Personal contribution to:

“Every child counts. New global estimates on child labour.” ILO/IPEC, Geneva, April 2002

“Annotated bibliography on child labour.” ILO/IPEC, Geneva, April 2002”.

“A selected annotated bibliography on girl child labour. A gender perspective”. ILO/ IPEC, Geneva, December 2004

“Dal volontariato all’impegno contro il lavoro minorile” In “Fare cooperazione Internazionale” di Vito Trani, Luiss University Press, Settembre 2008