

EUConsult Autumn Conference Online, 23-24 September 2021

SPEAKER/FACILITATOR PROFILES



Sue Adkins
Founder and CEO
The Collaborative Action Network

Former International Director of Business in the Community (BITC), established by HRH The Prince of Wales, Sue, is a pioneer who built the business case and established Cause Related Marketing in the UK, Europe and around the world. She set up BITC's international arm engaging with FTSE 100 and equivalent business around the world, has led business awareness, understanding and action on the Sustainable Development Goals (SDGs), created the Sustainable Business Framework, developed the CSR360 Global Partner Network, and created the Global Relief and Resilience Platform.

Sue is the founder and CEO of The Collaborative Action Network. An organisation focused on corporate responsibility and sustainability strategies, the SDGs, developing and driving an organisation's purpose, and creating profitable partnerships between business, not for profit organisations, and the community. The Collaborative Action Network aims to accelerate the pace of change and help make the world a better place.

Deeply committed to responsible business, Sue is a globally recognised leader and has worked with leading business and not for profit organisations around the world, building partnerships and collaborative action.

As a global advocate and speaker, Sue's experience includes speaking at events sponsored by the G7, the UN, the European Commission, industry, academia, and various governments. She has a large body of published work that includes *Cause Related Marketing: Who Cares Wins*, published by Butterworth Heinemann, and *'International Disaster Relief & Resilience – Business Unique Contribution'*. Committed to the power of business and collaboration for positive change, Sue is an energising combination of strategic thinking, commercial insight, & practical action.

[Sue Adkins | LinkedIn](#)



Marco Costaguta
President, Long Term Partners

Since June 2012 Marco Costaguta has been President of Long Term Partners.

He is also:

- Member of the Management Board of S. Quirico and ERG
- Member of the Board Rimorchiatori Riuniti S.p.A.
- Member of the Board Goglio S.p.A.,
- Member of the Board Fine Foods S.p.A.
- Member of the Board Praesidium SGR
- Member of the board of HAT SGR.
- Member of the Board Eurotech S.p.A.
- Member of the Board Messaggerie Italiane S.p.A.
- Member of the Board De Agostini S.p.A.

From 1989 to 2012 he was Director of Bain & Company, where he led strategic, operations, and planning projects in the following areas: FMCG, process industries, Supply Chain Management/Retailing (sales and logistics), Information Technology, Publishing, Engineering Industry, Private Equity. He was also personal counselor of several large family businesses on issues of governance and succession, strategy and operating interventions. From 1997 and 2000 he was member of the Management Board at Bain & Company Worldwide.

From 1985 to 1988 Marco Costaguta was Engagement Manager at McKinsey & Company in Milan, dealing with strategic programs and operations for Italian companies and multinationals.

From 1984 to 1985 he was Responsible SQC for the productive process of Biomedical equipment at Hewlett-Packard Andover in the USA.

In 1984 he graduated in Mechanical Engineering from Milan's Politecnico and achieved a Master in Business Administration from INSEAD.



Paola Cutaia
Executive Business Coach
PCC ICF

Paola is a Professional Certified Coach by the International Coach Federation. She strongly believes successful organizations are those capable of generating new ideas and great innovations by fully developing the potential of their most valuable asset: people.

In her former career, for more than twenty years she has been a manager and CEO of non-profit, profit and government organizations. Among others she has been Amnesty International National Director Italy.

Today she collaborates with Italian and international consulting firms, universities and business schools. She teaches Inclusive Leadership and Coaching for Inclusion at the Fondazione Brodolini Gender Equality and Diversity Management Master and Leadership Development and Governance at Siena University

Master Let's go - new skills for non-profits. She studies, experiments and teaches new strategies and techniques to bring innovation to organizations by combining inclusion and performance.

Web: paolacutaia.com

LinkedIn: [Paola Cutaia](#)



Rebecca Elcome
Consultant

Having worked for non-profit organisations for a number of years, Rebecca has been consulting with charities and foundations (including Ark, BAFTA, Education Partnerships Group, Garfield Weston Foundation, NSPCC, Resource Alliance, The Royal Foundation and St John Ambulance) since 2014, bringing people together to raise critical funds and awareness for humanitarian and environmental causes. From delivering global events to creating online communities, from implementing volunteer models to developing digital platforms, she offers strategic consultancy in community building and events. For social impact leaders, Rebecca's unique future-gazing symposium model offers a space for building new connections, exploring opportunities for collaboration and 'bigger picture thinking', away from the challenges we face in our day-to-day roles. The blueprint for this model is if25, a forum for leaders and founders of grantmaking organisations, taking place again in 2022.

Rebecca is hungry for change and not afraid to challenge old power or existing models if they're broken. She co-founded the FemMentored community in 2020 to provide womxn in the social impact sector with a safe space for connecting, sharing and challenging both everyday and systemic issues within our ecosystem.



Francesca Mineo
Chair, EUConsult
Founder and Director, IFC Italy

Chair of EUConsult, Francesca is founder and director of IFC Italy, part of Group IFC - International Fundraising Consultancy, a network of associated consultants and partner agencies based in London. Her specialisms include strategic Communication, Fundraising campaigns, major donor engagements, PR & media relations, for national and international organizations.

In her former career, after about 10 years in journalism, she worked for European Commission's offices in Italy then moved to social Communications. She has experienced about 20 years within non-profit organizations operating in different fields, from humanitarian to education and health.

She has supported tens of non-profit organizations, covering most areas and tools.



Martin Georgi
Chair
German Fundraising Association

Martin is a consultant for social organisations, working mainly on issues of strategy, communications, and organisational change, but also on fundraising and personnel development. Previous to his consultancy work, he was a volunteer and manager at nonprofit organisations such as the World Student Christian Federation, Christian Movement for Peace, European Youth Forum, amnesty international, Christoffel Blindenmission (Christian Blind Mission), and Aktion Mensch (Germany's largest social lottery). His focus is on helping organisations master existing and future challenges through re-finding and focussing on their mission, using existing and new volunteer and staff resources, developing specific areas of expertise and innovation, and building networks and partnerships.

Martin is a board member of EUConsult and is chair of the German Fundraising Association.

Twitter: @martingeorgi

Facebook: facebook.com/martin.georgi.5

LinkedIn: www.linkedin.com/in/martin-georgi-b0a930b

XING: https://www.xing.com/profile/Martin_Georgi



Giuseppe Guerini
President
CECOP-CICOPA Europa

Giuseppe Guerini President of CECOP-CICOPA Europa the European Confederation of Industrial Cooperatives and Social Cooperatives, representing some 50,000 companies with more than 1.3 million workers in Europe, member of the Board in CICOPA and Cooperatives Europe.

Member of the EESC (European Economic and Social Committee) since September 2010 has been dealing in particular with the social economy and social enterprises, employment and labor and finance for SMEs and social enterprises. On last December he has been spokesperson for the Social Economy category of the EESC.

Since 2010 until June 2018, he has been a national president of Confcooperative-Federsolidarietà (association representing 6,200 social cooperatives, social enterprises in Italy).

He has been a social entrepreneur since 1988, when he started working as a base operator in a cooperative of social solidarity. He subsequently had executive roles in several cooperatives.

He has been an administrator in many social cooperatives and consortia and in a Cooperative Credit Bank. For 4 years he was a member of the Board of Directors of Banca Popolare di Bergamo of the UBI Group. He is a member of the board of the AICCON research Center of the University of Bologna from 2016-2021. From 2012 to 2015, he was chairman of the Entrepreneurial & Territory Unit Committee, which brings together 10 small and medium-sized enterprise associations in the province of Bergamo. He is also a member of the Board of the Chamber of Commerce in Bergamo.



Valerio Melandri
Fundraising Consultant, Trainer and Educator

Consultant, trainer and educator on fundraising, he teaches Principles and Techniques of Fundraising at the School of Economics in Forlì and is director of the Master in Fundraising at the University of Bologna. A pioneer in the introduction of this discipline in Italian universities, he is Visiting Professor at Columbia University, New York, founder and president of Philanthropy Centro Studi, a research, training and consultancy centre, and creator and promoter of the website www.fundraising.it. He is Chairman of the Organising Committee of the Festival del Fundraising, the largest Italian event on fundraising, and one of the most attended in the world.



Mary O'Kennedy
O'Kennedy Consulting

Mary is a former Chair and current Board member of EUConsult and has over 20 years' experience of working in and consulting to the not-for-profit sector. Having worked with both Trocaire, an overseas development NGO and in Dublin City University's Educational Trust, she established [O'Kennedy Consulting \(OKC\)](#) in 2002 and works with not-for-profits and social enterprises to initiate and grow philanthropic partnerships, strategic fundraising portfolios and multi-channel stakeholder engagement programmes.

She is a previous recipient of the National Award for Outstanding Contribution to Fundraising and was also short-listed for an IMAGE Business Women of the Year Award. Mary is a graduate of UCD and also holds a Hons Dip Law from the Honourable Society of the Kings Inns. In 2014, she co-founded Executive Search firm [CCI Executive Search](#), with Bruce Tait and in 2017 they acquired [Creative Careers](#), which provides recruitment support across the arts and cultural world.

Alongside working with a diverse range of clients from across the NFP sector, Mary and her team currently manage [RAISE](#), the Irish Arts Council's private investment development programme. Mary is passionate about transforming the philanthropic landscape in Ireland by providing best-practice management and fundraising solutions to charities and by advising individual and corporate donors on effective philanthropy.

Mary was the Founding Chair of Fundraising Ireland (now [Charities Institute Ireland](#)) and was Ireland's Ambassador for the International Fundraising Congress (IFC) until 2017.

Mary believes strongly in the importance of international collaboration and knowledge-sharing to ensure that we, as consultants, are offering the best services to our clients through learning from each other.



Stefano Oltolini
Partnerships and Fundraising
Solterre

Stefano has more than 20 years' experience in different managerial roles both in NGOs and Foundations working in National and International social contexts.

As a manager, he has solid knowledge of both Project Management and Fundraising perspectives, with a specific expertise in facilitating Partnership Opportunities with Philanthropic Foundations, Corporates, UHNWs.

He's also a trainer and lecturer in several training programs for the Non-for-Profit Sector.

Since 2018 he's heading Partnerships and Fundraising for Solterre, an Italian NGO and Foundation with a flagship program on Paediatric Oncology in Italy and abroad.



Tommaso Saltini
Co-founder and Director General
Terra Santa Association

Ph.D. in management and finance, research focus in impact financing and entrepreneurial finance. Professor at Università Cattolica in Milan, teaching entrepreneurial finance, financial planning and impact financing within "UCSC International Curriculum" for international students. Faculty member at ALTIS, Postgraduate School Business & Society, teaching impact investing and business planning within Master in Finance and Sustainability, and Executive Master in Social Entrepreneurship.

Accounting and Finance Stream Leader at Pan-African University Alliance for training and coaching a new generation of impact entrepreneurs, initiative promoted by E4Impact Foundation. Visiting professor at Birzeit University, Palestine, teaching financial planning and entrepreneurial finance courses for MBA students and for executives.

Venture capital and corporate finance advisor with a focus on the Middle East and North Africa collaborating with impact investing institutions and committed to promote and implement international projects for development in collaboration with NGOs and UN agencies.

Co-founder and director general of pro Terra Sancta, a network of European organizations that promotes and implements projects for the conservation and enhancement of the cultural and natural heritage, to support local communities and help in humanitarian emergencies in the Middle East.