

Curriculum vitae of Calligaris Matteo



Professional skills

*From the 4 April
2016 up to now*

Innovaquae S.r.l Grado (GO)

Owner of the company that supply technical and commercial consultancy on aquaculture. I manage a trout farm. I'm collaborating with an important feed company for marketing its feed, I also trade it and I have the support of a warehouse. I work with a company that produce functional ingredients and I also market them. All my activities are carried out both in domestic than in the foreign countries.

*From the 2
September 2014 up
to now*

Consultant at Paolo Vissani S.r.l Tolentino (MC)

Consultancy linked to the company resumption of the fish feed market developing marine and freshwater feeds with market survey. During this period I also made feed formulations for pigs and poultry. I also developed projects in aquaculture and feed in Arabian and African countries with the aim of an internationalization of this company in aquaculture field.

*From the 13 May
2014 to 31 August
2014*

Madre Natura S.r.l. Rome

Responsible of fish feed production for the biggest marine Italian group which this just born company is linked. Main duties is to formulate feeds, follow the processing phase in the manufactory plant, purchase raw materials, evaluate the quality of the final product and also to evaluate the feeds bought out of our company.

*From the 12 April
2010 to 12 May
2014*

Dibaq Italia S.r.l. Montemarciano (AN)

With a commercial role supported by my good technical knowledge, I worked and developed relationships and contacts with existing customers and new clients. I have contributed to the commercial strategy of the company and manage it in order to achieve business goals in Italy, Slovenia and Croatia both in fresh water that in marine area. I do this also developing directly particular feeds in order to satisfy customers needs with success. I worked in full autonomy in the organization of my work but always in close relationship with the management.

From 23 May 2005
to 31 May 2008 and
from 1 February
2009 to 31 March
2010

Università degli studi di Udine (Udine University)

Udine

With the role of technical assistant in aquaculture experimentation I carries out various tasks relating to the quality and nutritional aspects of fish, laboratory tests and followed the feeding trials on the farmed fish overall the trial phases. During this period, I contributed to the production of several scientific papers presented at national and international conferences.

I get more and different types of contracts during periods of employment at Udine University.

From 1 May 2008 to
to 31 December
2008

Università degli studi di Padova (Padua University)

Padua

With a collaboration contract I helped to coordinate ongoing research activities aiming to achieve "Chemistry, sensory and spectrophotometric evaluation on sea bass coming from national farms."

From 20 December
1999 to 10 May
2005

Ittica Risorgive dello Stella S.n.c.

(Trout fish farm)

Bertiolo (UD)

Technical manager responsible of feeding, feed conversion rate, health control and hatchery management.

From 14 April 1997
to 31 April 1999

Chezzi S.p.A.

Coseano (UD)

Sales representative and technical consultant specifically on fish feed formulation for improving fish feed quality with focus on trout.

From 1 April to 31
December 1995

Associazione Produttori Zootecnici del F.V.G. (A.PRO.ZOO.)

(Zootechnical Producers Association of Friuli Venezia Giulia)

Udine

Technical consultant for breeders sector. I also developed duties of harvest and data processing in the breeding of the associates.

From 8 August to 6
October 1994

Università degli studi di Udine, Azienda agraria sperimentale "Antonio Salvedei"

(Udine University, Experimental farm "Antonio Salvedei")

Udine

Specialized aquaculture technician for a limited period. Supervising rearing trials of juveniles of trout, sea bass, sea bream and dentex especially taking care of feeding, sanitary control, recirculation system and water chemical-physical parameters.

Education

From 1985 to 1990

Nautical Technical Institute "Tommaso di Savoia Duca di Genova"

Trieste

Diplomated as "Aspiring sea captain" with the mark of 45 out of 60.

From 1990 to 1997

Udine University

Udine

Bachelor of "Animal Production Sciences", aquaculture field, with mark of 108 out of 110.

Title of experimental thesis: "artificial diets definition for dentex (*Dentex dentex* L.): valuation of required protein and essential amino acids" discussed with Prof. E. Tibaldi.

From June to
October 1996

Stage and training

Friskies Italia

Subsidiary of Nestlè Italiana S.p.A group

Udine

Feeding tests on pets, particularly on birds, rodents, fish and turtles to evaluate palatability and attractants peculiarity for each species of different feed formulations.

Personal skills and competences

Language skills

Mother tongue

Italian

Other languages

Self-assessment

English

French

Spanish

Croatian

Understanding		Speaking		Writing
Listening	Reading	Spoken interaction	Spoken production	
C1	B2	B2	B2	C1
B2	B1	B1	A2	A1
B2	A2	A1	-	-
A1	-	A1	-	-

Communication skills

I have good communication skills gained through my experience as sales manager.

Organisational skills

I'm able to organize my work in autonomy but always relationship with the management and the colleagues happen during the last work experiences.

Computer skills and competences

I'm able to work with Microsoft Office programmes like Excel, Word and Power Point as the commonly used softwares.

Driving licence

Licence category B.

Additional information

Publications

I have contributed to the production of several scientific papers presented at national and international conferences. The most are in fish nutrition and probably the more relevant is "Response of European sea bass (*Dicentrarchus labrax*) to graded levels of methionine (total sulfur amino acids) in soya protein-based semi-purified diets" published on the British Journal of Nutrition, 104, pages 664-673, September 2010.

Projects

I have developed some projects related to fish feed in private sector, the most important are
- "Development program of integrated aquaculture projects in Qatar" that I have personally explain in Doha to the local Minister of Economy and Commerce.

- “Fish Feed Plant – Machinery, Equipment and Economical Aspects” for a company based in Mauritius.

I authorise the processing of my personal data according to the Italian Legislative Decree n° 196/2003.