

## NICCOLO' CONTUCCI, BOARD MEMBER

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Born in Rome in 1964, with a degree in Political Science from the University of Florence in 2008, Niccolò Contucci is Director General of the Italian Association for Cancer Research, the first Italian nonprofit organization for raising funds from both public contributions and is the principal private funder of scientific research in Italy. The Association has 80 employees, 17 regional committees, 20,000 volunteers, and raises 110 million euro annually. From 1992 to 2008 Mr. Contucci was Director of the Communications and Marketing Committee of the Telethon Foundation Onlus – Rome.

In 1980 he began working with the Cantiere Internazionale d'Arte di Montepulciano as Logistics Manager and in 1986 he became the Managing Director, a position he held until 1990.

From 1998 to 2000 Niccolò Contucci taught "Organization, Communication and Fundraising for Nonprofits" as part of basic and advanced training courses. He was the coordinator and teacher of a vocational training module as part of a project of higher integrated technical education and training at the Free University Institute "Carlo Cattaneo" (Castellanza – Varese), a course titled "Effectiveness, Efficiency and Transparency in Fundraising and in the Development of Nonprofit Organizations".

He is an expert in strategic planning/operational management of nonprofit organizations and the development and management of fundraising programs for nonprofit organizations. His specific areas of expertise are:

**Communications:** Managing external relations and public communication; strategic management of the Corporate Social Responsibility (CSR) plan; creative planning and organizational management of television programming and integrated communication.

**Marketing and Fundraising:** development of strategic and operational marketing plans for organizations; design and organization of the "Telethon"; coordination of regional fundraising networks; design of direct marketing operations; strategic management of partnership and co-marketing projects.

**Management:** strategic planning for organizations; establishing systems for management, budgeting and control of operating activities and funds for nonprofit organizations.

**Training:** designing courses and training activities in the area of professional fund raising/communication/management of non-profit organizations; speeches at conferences on the nonprofit sector; development of training programs for professional staff and volunteers of nonprofit organizations; development of a code of ethics for nonprofits.