

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s)	Angele GIULIANO		
Address(es)	24, St Mary Street Hamrun, HMR2505, Malta		
Telephone(s)	0035621224900	Mobile:	0035699447060
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E-mail	angele@acrosslimits.com		
Nationality	Maltese		
Date of birth	30 January 1976		
Gender	Female		

Total years of experience 16 years

Work experience

Dates	2001-PRESENT
Occupation or position held	Managing Director
Main activities and responsibilities	IT Development and EU Consultancy
Name and address of employer	AcrossLimits Limited Gateway Centre Kapillan Mifsud Street Hamrun, Malta
Type of business or sector	Business Development for local and international clients. Providing Marketing, data protection and e-business consultancy. Participation into international EU funded projects – especially FP5, FP6, eContent, eTen, Socrates, Leonardo & International Co-operation Programmes. Daily management of company's administration requirements
Dates	2010-PRESENT
Occupation or position held	Co-Managing Director
Main activities and responsibilities	Investor relations commercialization of product market development, sales distribution management
Name and address of employer	Cogknow Limited Gateway Centre Kapillan Mifsud Street Hamrun, Malta
Type of business or sector	Technology Solutions for people suffering from Dementia, Ambient Assisted Living, Assistive Devices

Dates	2000-2001
Occupation or position held	Teacher (Computing)
Main activities and responsibilities	Teaching Computing and Information Technology at Ordinary and Advanced Level. Keeping discipline and monitoring student development. Helping in extra-curricular activities
Name and address of employer	St Edwards College, Birgu
Type of business or sector	Higher Secondary Education
Dates	1997-1998
Occupation or position held	Production Manager
Main activities and responsibilities	Responsible for the development and creation of the web and multi media content produced by the Company. Managed a diverse team of 15 programmers and designers. Produced the winning entry of the 1998 Euromed Multimedia Award "Sea of Stories" in a contest with over 10 other countries participating.
Name and address of employer	Activate Multimedia, Sliema
Type of business or sector	IT development , multimedia development
Dates	1998-present
Occupation or position held	Part-time Lecturer
Main activities and responsibilities	Lecturing both undergraduate and MBA students on e-commerce, programming, IT usage, in banks and internet applications, monitoring, correcting and evaluating student theses in the field of e-business
Name and address of employer	University of Malta, University Campus, Msida
Type of business or sector	Tertiary Educational Provider

Education and training

Dates	2004-2006
Title of qualification awarded	Masters of Arts in Creativity and Innovation (Research thesis on role of foresight in Digitisation of Cultural Heritage)
Principal subjects/occupational skills covered	Innovation Training, Creative Thinking and Lateral Thinking
Name and type of organisation providing education and training	University of Malta

Dates	1994-1997
Title of qualification awarded	B.Sc (Business & Computing) – First Class
Principal subjects/occupational skills covered	IT Programming, Management, Business Modeling, Computing Skills
Name and type of organisation providing education and training	University of Malta

Personal skills and competences

Mother tongue(s)	Maltese and English
Other language(s)	Italian, German, French

Self-assessment
European level ()*

Italian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C2	Excellent	C2	Excellent	C2	Excellent	C2	Excellent	C2	Excellent

German
French
Spanish

B1	Good	B1	Good	A2	Basic	A2	Basic	B1	Good
B1	Good	B1	Good	A1	Basic	A1	Basic	A1	Basic
A2	Basic	B1	Good	B1	Good	A2	Basic	A2	Basic

Social skills and competences

I have excellent social and interpersonal skills, to this end I have participated in several international conferences and networking events, amongst which: Internet Society Conference 98 held in Geneva Switzerland; Expo-Femina 2002 held in Tunisia (was one of the exhibitors on the Malta Stand); FP6 launch held in Brussels in 2002; European Access Network conference 2003 in Prague (delivered a gender-related paper); Life Long Learning Seminar 2004 in Girona, Spain (delivered two presentations); European Access Network conference 2004 in Antwerp (delivered paper on access to higher education and key positions by women); Mixed Conference in November 2004 (held a workshop on Women Entrepreneurship and gave several interviews); and Participated as part of Maltese delegation in EU Presidency events on culture, heritage and e-learning under Luxembourg and British presidencies in 2005 and Austrian presidency in 2006. In 2007 and 2008 I focused mostly on events related to Technology and health or Technology and eLearning amongst which IST 2008 in Lyon where I was hosting 2 stands related to networking in the Mediterranean and to Women in Technology. In 2010 both AcrossLimits and Cogknow exhibited at the ICT 2010 event for innovative SME's in the IT Sector, organized by DG Information Society in Brussels.

During most of these seminars I have delivered a number of papers to a multi-cultural audience and participated in a number of working groups constituted of individuals hailing from different countries. Furthermore, I have participated in a number of trans-European studies that were sponsored by the European Union. In these projects, I had to collaborate with other research teams and individuals that were located in other EU member-states.

Organisational skills and competences

I am an experienced manager and consultant in the field of international business development, notably in the fields of e-business, leadership development, SME support, in particular with respects to gender issues. Assisting clients and providing consultancy on participation in EU projects and management of funds obtained through centralised or decentralised programmes. Participation into transnational EU funded projects – especially FP5, FP6, eContent, eTen, Socrates, Leonardo & International Co-operation Programmes. Furthermore, I am currently participating in a number of FP6 proposals on behalf of AcrossLimits and other entities such as the Foundation for Women Entrepreneurs and Heritage Malta. The subject-matter of the projects I have participated in range from language teaching, entrepreneurship, science popularisation through cinema, digitisation of cultural artefacts, the development of new eLearning platforms for the vocational sector, B2B collaboration and eHealth applications

Technical skills and competences

My first degree is a joint Computer Science and Business degree and therefore I have skills in Computer programming, software engineering, systems development and e-commerce applications. Thanks to my work I have also acquired skills in e-business applications, secure applications for the banking industry e-learning, digital cultural heritage and ehealth.

Awards & Prizes

1998 Winner of the EuroMed Multimedia Award (was head of 15-strong project team)
2008 Maltese representative on PassionIT Women & Technology project, Australia
2009 Maltese successful Entrepreneur for the first European SME week
2010 Exhibitor in SME Village of the ICT 2010 Expo in Brussels organized by DG Information Society

Artistic skills and competences

As a hobby I sing in choirs and perform amateur drama. I studied theory and practice of music up till Grade 8 in my school days.

Other skills and competences

I have also extensive experience in the regional development especially with regards to socio-economic development of small and rural regions. I have worked together with local and regional development agencies within Malta, Greece, Spain and Italy where I have collaborated with local stakeholders in order to find common opportunities. I have been invited to speak within several chambers of commerce and entrepreneurial forums with respect to improving the situation of small and medium enterprises, and also for assisting in helping women start out in business. With respect to this I have specialized in the business mentoring area. In fact, I'm involved in

- ☐ Mentoring of young women that want to become female entrepreneurs within the Foundation for Women Entrepreneurs in several EU projects
- ☐ Coaching of a group of 20/25 women to themselves become mentors and coaches for start-ups in a Sicily/Malta project "Impresa Donna" on female entrepreneurs
- ☐ Training and mentoring of SMEs to help them to participate in European funding programmes

Driving licence

Maltese Driving License B+C

Additional information

- I am involved in several NGOs; most notably as the President of the Foundation for Women Entrepreneurs (Malta) which promotes and assists women to start up their own business. This organisation has won the contract of being the Europe Direct Information Relay in Malta and as an external branch of DG Press & Communication, we have the remit to give out information to the citizens on the European Institutions (Commission, Council and Parliament).
www.women.org.mt
- I have represented Malta in the booklet of successful European Entrepreneurs. The booklet was published on the occasion of the first European SME week that took place between 6 and 14 May 2009 and 35,000 copies were published and sent all over Europe. I have gone to Brussels to launch the SME week with Commissioner Verheugen & SME Envoy Françoise Le Bail (DG Enterprise) and also had high level talks with Commissioner Kroes (DG Competition) re state aid.
- From 2007 I am also representing Malta on the WIN.N.ET European board which comprises women resource centres and organisations from all over Europe that are active in the gender, technology and equality areas.
- From 2004 to 2006 was a Board Member of the Malta Transport Authority which is the national authority responsible for roads, vehicle licensing and testing, public transport, traffic management and transport strategy for the Maltese islands. (first ever woman appointed to this position)
- Since 2001 I have evaluated research projects for the European Commission in the fields of Information Society technology and International Co-operation with third countries under FP5, FP6 and now also FP7
- In 2003 I was appointed as reviewer of eContent projects where I conducted mid-term and final project audits for several running projects in Luxembourg.
- Treasurer, ReachBEYOND (Malta) – a foundation promoting personal and professional development.
- Treasurer, Med Innovation Dialogue – an NGO promoting cultural heritage and regional development in Puglia, Italy.

Publications and Papers:

R Castellet, A Giuliano, S Martin, **State of the Art in Electronic Assistive Technologies for People with Dementia**, In: Mulvenna, M.D., Nugent, C.D. (Eds.), Supporting People with Dementia Using Pervasive Health Technologies, Series: Advanced Information and Knowledge Processing, 2010, Approx. 250 p., ISBN: 978-1-84882-550-5.

Moksony, R.; Giuliano, A.: **Opportunities Provided by the B2(B2B) Approach from the Service Providers' Point of View**. 2008 AITPL conference, Berlin

Giuliano, A.; Azzopardi, J.; Mihók, P.; Bucko, J.; Ramke, Ch.: **Integration of financial services into multidisciplinary Web platforms**. In: **Ambient Intelligence Technologies for the Product Lifecycle, Results and Perspectives from European Research**, IRB Stuttgart, 2007.

Wind J, Bogen M, Giuliano A. **ARISE a case study for augmented reality in schools**. ISMAR conference proceedings, 2006

Bogen M, Wind J, Giuliano A. **Augmented Reality in Schools Environments**. EcTEL report 2006

Caruana A, Giuliano A. **Digitisation of Malta's Cultural Heritage**. National Representatives Group Report 2005

Giuliano A. **Malta's National Policy for Digitisation of Cultural Heritage**, February 2005

Caruana A, Giuliano A. **Digitisation in Malta in 2004**. National Representatives Group Report 2004, pg 63

Grabowska A, Giuliano A. **In aid of dyslexia**. European Association for International Education Forum, 5(3): 20, 2003

Several publications and articles in the Business and Commercial Maltese newspapers focusing on **export, e-business, European projects and gender issues**