

---

## PAOLO CELENTANI



After ten years of work as business analyst and junior partner consultant, he was appointed in 1994 as planning manager in FSI- Ferrovie dello Stato Italiane (Italian national railways) and then became Chief Strategist in FSI and afterwards in Trenitalia, the railway undertaking of the FSI Group.

In 2008 he was seconded to the Egyptian National Railways as co-Chairman and team leader, in order to drive, together with other colleagues from FSI, the reform process of ENR, the biggest railways in Africa.

In 2011 he went back to consultancy, being involved in railways projects in four Continents. Recently he played a major role in Ethiopian Railway Corporation as team leader of a number of assignments for the development of the Ethiopian National Railways Network.

### Qualifications

- Doctoral Degree in Economics and Business at the University of Napoli Federico II (Italy) – cum laude- 1980
- Teaching positions in the Universities of Napoli, Salerno, Roma La Sapienza, Roma Tor Vergata, HEC Paris, Arab Academy for Science, Technology and Maritime Transport, Cairo.

- Member of the Directive Committee of the Italian Society for Transport Policy (SIPOTRA).
- Scientific Director of the School for young Administrators of ANCI (National Association of Italian Municipalities).

### Skills and expertise

Economist and manager specialized in governance and reform of the railway systems, including large infrastructural projects funding, procurement and supervision. Extensive experience in capacity building and “management by learning” for large organizations.

His expertise in general management of big railway organizations brought him to cope with issues ranging from business development and marketing, to asset management and asset valorisation, to investment program definition, design, funding and procurement, to organizational design and capacity building, to operation and maintenance.

As a consultant he has worked in many projects with different expert profiles: Institutional expert, risk assessment expert, asset management expert, strategic planning expert, procurement expert. In these assignments he was often Team leader or task leader.

As University professor he held many courses both at undergraduate and post-graduate level in Italy , France, UK and Egypt.