

MARIANNA OCCHIUTO

Strategic Partnerships | Resource Mobilization | Faith-Based Engagement

Email: m.occhiuto@urbaniana.edu

Date and Place of Birth: 05/02/1990, Rome - Italy

Nationality: Italian



PROFESSIONAL PROFILE

International partnerships and fundraising professional with over 12 years of experience driving partnership development and resource mobilization for humanitarian and international development programs across Europe and Africa. Extensive expertise in engaging faith-based organizations, philanthropic foundations, institutional donors, embassies and international networks to build long-term strategic collaborations. Strong experience in partnership management, stakeholder engagement, proposal development, advocacy and external representation, with a proven ability to navigate complex multicultural environments and foster cross-sector collaboration to advance organizational priorities.

CORE COMPETENCIES

- Strategic Alliances and Stakeholder Engagement
- Faith-Based Partnership Development
- Resource Mobilization and Institutional Fundraising
- Philanthropic Partnerships and Major Donor Relations
- Proposal Development and Grant Writing
- Donor Stewardship and Relationship Management
- Partnership Strategy and Business Development
- Advocacy, Public Speaking and Representation
- Capacity Building and Cross-Cultural Collaboration

PROFESSIONAL EXPERIENCE

Head of Fundraising and Partnerships | 09/2025 – present

SIMN Europe Africa – Scalabrini International Migration Network - Rome (Italy)

www.simneuropeafrica.org

- Lead the organization's resource mobilization and strategic partnerships agenda across Europe and Africa, serving as the focal point for fundraising strategy and reporting directly to the Director.
- Develop and manage strategic relationships with international faith-based organizations, philanthropic foundations, institutional donors, embassies, multilateral organizations and global networks.
- Secure and oversee six-figure grants from major international funding partners.
- Provide fundraising strategy, proposal development, donor stewardship and capacity-building support to Scalabrinian entities operating across Europe and Africa.
- Represent *SIMN Europe Africa* in high-level international partnership forums, donor consultations and strategic meetings with faith-based organizations, UN agencies, embassies, philanthropic foundations and institutional stakeholders.
- Lead the development of institutional proposals, donor reports and impact communications for international funding partners.
- Manage a portfolio of institutional, philanthropic and faith-based partners, ensuring strategic engagement, stewardship and long-term collaboration.

Head of Fundraising and Partnerships | 01/2020 – 08/2025

ASCS – Scalabrinian Agency for Cooperation and Development - Rome (Italy) www.ascs.it

- Led institutional, corporate and individual fundraising strategies, overseeing donor acquisition, stewardship and multichannel fundraising initiatives.
- Managed a diverse fundraising portfolio covering institutional, corporate, major donor and individual giving programs.
- Developed and managed strategic partnerships with major corporate donors.
- Directed fundraising and public engagement campaigns supporting humanitarian responses to COVID-19, the Ukraine crisis, the Türkiye earthquake and the Morocco earthquake.
- Designed donor engagement initiatives, fundraising events and integrated campaigns.
- Co-led the *One Home Only campaign*, raising over €200,000 and supporting more than 20,000 vulnerable people.

Fundraising Guest Lecturer | 2017 - present

- Deliver lectures, executive education and capacity-building programs on fundraising, philanthropy and strategic partnerships for universities, NGOs and faith-based organizations (*PRISMA Education, Tulip, CEI*).
- Design and facilitate training programs on service learning, migration, intercultural dialogue and nonprofit leadership (*John Cabot University, The American University of Rome, Notre Dame University Rome Global Gateway, Loyola University*).
- Since 2023, serve as Professor of Principles and Methodologies of Fundraising for Pastoral Entities within the Diploma in Leadership and Management at the Pontifical Urbaniana University.

Head of Communication and Fundraising | 02/2016 - 12/2019

ASCS – Agenzia Scalabriniana per la Cooperazione allo Sviluppo, Casa Scalabrini 634, Rome (Italy) - www.ascs.it

- Led fundraising, communication and public engagement strategies for Casa Scalabrini 634, a reception and integration program supporting refugees in Rome.
- Managed stakeholder relations, fundraising campaigns and institutional communications.
- Developed donor proposals, communication materials and impact reports.
- Monitored campaign performance through data analysis and digital communication insights.

Communication and Marketing Consultant | 09/2015 – 01/2019

ReStore The Franchising Factory, Italy

- Consulting on brand positioning project for Startup and Franchising purposes.
- Managing external relations with creative agencies and suppliers.
- Coordinating partnerships between profit and non-profit clients.

Strategic Partnership Consultant | 05/2015 – 02/2016

Susan G. Komen Europe Network, Italy

- Staff coordinated: 5 representative of the international organizations, 2 interns and volunteers.
- Coordinated the *Susan G. Komen Europe Network* (today named *Think Pink Europe* - www.thinkpinkeurope.org), five different European Associations organizing the *Race for the Cure*.
- Served as focal point between the whole international Network and *Susan G. Komen USA*.
- Managed awareness-raising Campaigns for placement purposes of the Race for the Cure brand in Europe.

Individual and Corporate Fundraiser | 11/2013 – 02/2016

Susan G. Komen Italia, Italy

- Developed corporate and institutional partnerships supporting the Race for the Cure, one of the world's largest breast cancer fundraising events.
- Managed relationships with national and international partners (*e.g. Johnson & Johnson, Enel, Sky, ENAV and Eurowings*).
- Contributed to participant recruitment strategies resulting in more than 100,000 participants.
- Supported high-profile fundraising events, including the Pink Tie Ball Charity Gala, raising over €250,000.
- Served as official event speaker for two editions of the Rome Race for the Cure.

Individual and Corporate Fundraising Intern | 07/2013 – 11/2013

Terre des Hommes Italia Foundation, Milan (Italy)

- Researched and analyzed new donors' acquisition purposes, managing the donors' database.
- Organized events for brand positioning and awareness raising purposes.
- Supported the implementation of the Christmas Campaign at national level.

Volunteer School Feeding Program of the Refugee Camp of Maratane | 06/2011 – 09/2011

Scalabrinian Agency for Cooperation and Development – ASCS, Mozambique

- On site Bachelor Degree Thesis on WFP and the impact of hunger and malnutrition within the Refugee Camp.
- Supporting daily activities of the School Feeding Program.
- External relations with local partners, suppliers, and local organizations of the Refugee Camp.
- Analyzing data collected on the impact of the Program.

Event Manager Consultant | 05/2011– 12/2016

PF Eventi, Rome (Italy)

- Planning, managing and organizing events: Team Building, conferences, and workshops for international companies (*Coca Cola, BMW, Pfizer, McKinsey, Deloitte, Italian Soccer League, Enel*).
- Managing external relations with stakeholders such as corporate partners, creative agencies, suppliers.
- Official speaker during international events with the above mentioned partners.

Fundraising Intern | 03/2010 – 04/2011

Italian Committee of the World Food Programme – WFP Italia, Rome (Italy)

- Supported corporate and individual fundraising initiatives for WFP emergency and development programs.
- Contributed to donor engagement activities, fundraising events and national awareness campaigns.
- Coordinated with WFP Headquarters and Country Offices worldwide in support of global fundraising initiatives.

EDUCATION

- **Master in Non-Profit Management**
SDA Bocconi University | February 2014
- **Double Bachelor Degree in International Affairs**
John Cabot University and University of Wales | May 2012

LANGUAGE SKILLS

- **Italian:** Mother tongue.
- **English:** C2 - Certificates: First Certificate, TOEFL, American University Undergraduate Degree
- **Spanish:** A2
- **French:** A2

DIGITAL AND TECHNICAL SKILLS

- **Fundraising and Marketing Platforms:** iRaiser, Mailchimp, MailUp, PHPlist, Crowdfunding Platforms
- **CRM and Donor Management:** Zoho CRM, MyDonor, Nextware Pro, Salesforce
- **Productivity and Collaboration:** Microsoft 365, Google Workspace, Microsoft Teams, Zoom
- **Data and Reporting:** Google Analytics, Social Media Insights
- **Content Management and Digital Media:** WordPress CMS, Adobe Premiere Pro
- **Generative AI:** ChatGPT, Microsoft Copilot; AI-assisted proposal development, donor communications, research synthesis, knowledge management and workflow optimization.

TRAINING AND CERTIFICATES

- **Certificate on Strategic Planning and Fundraising Management**
Rome School of Fundraising | Rome (Italy), November 2019
- **Certificate on Digital Fundraising: Social Media, Email Marketing, Web and Digital Advertising**
Rome School of Fundraising | Rome (Italy), May 2019

- **Course on Sociology of Human Mobility and Migration**
Urbaniana University - SIMI | Rome (Italy), May 2017
- **Summer School Certificate on Human Rights**
UNICRI | Rome (Italy), July 2012

OTHER INFORMATION

- **Founder and Editor of Religious Giving** (www.religiousgiving.it), a knowledge-sharing initiative focused on fundraising, philanthropy and resource mobilization for faith-based organizations.
- **Active Member** | 12/2017 – present
Associazione Italiana Fundraiser (ASSIF)
- **Creation of University Fighting World Hunger Chapter** | 2010
John Cabot and Italian Committee of the World Food Programme

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Date

Rome, July 23rd 2026

Signature

Marianna Occhiuto

