

## **Dott. Paolo Zanetto**

### **Career Highlights**

#### **2005 - Managing Partner - Cattaneo Zanetto & Co.**

Founder and managing partner of Cattaneo Zanetto & Co., a leading Government Relations consulting firm in Italy. Currently working as advisor for high-profile companies and institutional investors including AMD, Edison, Fidelity Investments, McDonald's, Microsoft, Monsanto, News Corporation, Rothschild, trade associations. Also working as political intelligence advisor for major US- and UK-based funds. *Main office: Rome. Secondary office: Milan.*

#### **2003-2004 Member of the National Staff - Forza Italia**

Member of the National Secretariat of Forza Italia, the leading Italian political party. International Affairs advisor to the National Secretary of Forza Italia, Dr. Sandro Bondi. Working in close contact with the Government offices and with the staff of the Prime Minister. *Main office: Rome. Secondary office: Milan.*

#### **2002-2003 Aide - Minister of Innovation Technology, Government of Italy**

Aide to the Italian Minister of Innovation Technology, Mr. Lucio Stanca. Head of the task force on Internet access in Italy (I-Team), with special responsibility on formulation of legislative proposals aimed to increase the number of online citizens. Managed the drafting process and the parliamentary monitoring of the IT-related provisions in the Italian Budget Bill. *Main office: Rome.*

#### **2003-2004 First Vice President - Youth of the European People's Party (PPE)**

Elected Vice President of the youth group of the European People's Party (PPE), working in close contact with the party's Secretary general and with the PPE parliamentary group. *Main office: Brussels. Frequent travels within the EU.*

#### **2002-2003 Youth Sessions Representative - European Convention**

Nominated by the European Parliament as a representative to the Youth sessions of the European Convention on the Future of Europe. *Office: Brussels.*

### **Publications and Editorial Activities**

#### **2007 "Lobbying. A Public Affairs Handbook" – Rizzoli-Etas**

Author of the Italian handbook on Lobbying and Government relations, published by the leading publishing house in Italy, RCS-Rizzoli. Original title: "Fare lobby. Manuale di public affairs".

#### **2005 "Microsoft case and the future of competition in Europe" – Rubbettino**

In-depth analysis of Microsoft antitrust case and EU competition policy. Original title: "Il caso Microsoft e il futuro della concorrenza in Europa".

#### **2003 "Successful Elections. A Political Marketing Handbook"– Rizzoli Etas**

Author of the first Italian handbook on political marketing, published by the leading publishing house in Italy, RCS-Rizzoli. Original title: "Elezioni di successo. Manuale di marketing politico".

#### **2001 - Editorial contributor – Il Foglio, Il Reformista, Libero newspapers**

Contributor to Italian daily newspapers such as “Il Foglio”, “Il Riformista”, “Libero” with articles on competition, financial issues and foreign policy. Regular contributor of the Italian cultural magazine Ideazione.

### **Research and Cultural Activities**

2005 - **Fellow – Istituto Bruno Leoni, Turin**

Head of the European Antitrust Watch unit, focusing on competition policy, at Istituto Bruno Leoni, the leading free-market oriented foundation in Italy.

### **Education**

2008 Program on Negotiation – Harvard Law School, Cambridge, MA.

1998-2003 Degree course in Economics and Law - Bocconi University, Milan.

1993-1998 High school degree in Science and Math – Liceo scientifico Banfi, Vimercate.

### **Personal Interests**

Travelling, Playing Music, Literature. Involved in social activities on IT alphabetisation..