

Dear Hiring Team,

I am writing to express my interest in the Strategic Funding Consultant - Manager position at Egzakta Group in Belgrade. Based in Tirana and operating across the Western Balkans and Italy, I provide senior consultancy services in EU funding strategy, grant management, and cross-border project design.

My background includes the design and full-lifecycle management of grant-funded initiatives under European Union programs, including Interreg and Horizon Europe, as well as institutional development frameworks. As a former UNOPS Staff Member, my work encompasses proposal writing, budget preparation, donor compliance, and multi-stakeholder governance. Details on my experience with international funding frameworks are detailed in my International Funds Portfolio (https://www.massimogabellone.com/en/portfolio_fondi_internazionali_preview_en.html) and Academic Portfolio (https://www.massimogabellone.com/en/portfolio_universita_preview_en.html).

In addition to technical grant preparation, I establish strategic partnerships connecting public institutions, development agencies, and private entities. As founder and director of the cross-border festival "Nei Suoni dei Luoghi", I managed multi-partner operations across eight countries, aligning funding objectives with regional development priorities. Examples of cross-border management are available in my Cultural Portfolio (https://www.massimogabellone.com/en/portfolio_cultura_preview_en.html), with a comprehensive overview on my primary website (<https://www.massimogabellone.com/en/preview.html>).

I am available for senior consultancy, project-based contracts, or collaborative engagements to identify grant opportunities, prepare competitive proposals, and structure grant management processes for Egzakta Group's innovation and digital transformation initiatives.

Thank you for your consideration.

Massimo Gabellone

International Cultural Consultant | EU Project Designer | Steinway Artist

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<https://www.massimogabellone.com/en/preview.html> | [linkedin.com/in/massimogabellone](https://www.linkedin.com/in/massimogabellone)