

Dear Hiring Team,

I am writing to express my keen interest in the Government and Industry Affairs Manager position at the World Travel & Tourism Council, as advertised. With over 30 years of extensive experience in international cooperation, government relations, and strategic project management, I am confident my profile aligns perfectly with your requirements for a global, high-impact role at the intersection of government, policy, and Travel & Tourism.

My career has been dedicated to building and maintaining robust networks across governments, regulatory bodies, and policy stakeholders. As a former UNOPS Staff Member (2005-2010) and through coordinating projects with over 120 institutional partners in 9 European countries, I have developed a profound understanding of public sector engagement and international collaboration. My operative focus in Albania, the Western Balkans, and Italy provides direct relevance to your efforts in priority countries. For insights into my strategic collaborations, please see my Business portfolio:

https://www.massimogabellone.com/en/portfolio_cultura_business_preview_en.html

I possess a proven track record in executing lobbying and advocacy plans, having coordinated over €14M across diverse EU funding programs including INTERREG, Creative Europe, IPA, Horizon, and ESF. This experience demonstrates my capability in monitoring policy developments, preparing high-level briefings, and supporting strategic initiatives, including coordinating Ministerial-level meetings. My leadership in founding and directing 9 cultural organizations, alongside the 25-year cross-border "Nei Suoni dei Luoghi" Festival (1,300+ concerts, 8 countries), showcases my ability to foster industry coalition engagement and develop joint initiatives. Further details on my project design and management can be found in my Cultura:

https://www.massimogabellone.com/en/portfolio_cultura_preview_en.html and Università: https://www.massimogabellone.com/en/portfolio_universita_preview_en.html portfolios.

Fluent in Italian (native) and English, I am adept at applying strategic, analytical, and client-facing skills in complex international environments. I am seeking freelance consultancies, collaborations, project-based contracts, or senior autonomous positions where I can leverage my expertise to drive WTTC's mission.

I am eager to discuss how my experience can contribute to the World Travel & Tourism Council's objectives. My full professional overview is available at:

<https://www.massimogabellone.com/en/preview.html>

Sincerely,

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)