Introduction

This training is designed to support entrepreneurs and SMEs operating in the biowaste-to-soil improvers value chain in accessing and applying for relevant European and national funding opportunities.

Through a series of short, practical video modules, you will gain a clear understanding of how public funding programmes work, how to identify suitable calls, and how to prepare competitive project proposals. The course combines theoretical explanations with hands-on guidance to help you strengthen the market readiness and scalability of your innovation.

The training is fully online and can be followed asynchronously, allowing you to learn at your own pace. Each module is accompanied by downloadable support materials, including slide decks, checklists, glossaries, and useful links. Translated scripts may also be available to facilitate access across different countries.

At the end of the course, you will have the opportunity to complete a final quiz and upon successful completion, you will receive a certificate of participation.

GIULIA CIVIDINI

Born in Milan, she holds a Bachelor's degree in Food Science and Technology and a Master's degree in Biotechnology for the Bioeconomy from the University of Milan. During her academic career, she completed research internships at Aalborg University (Denmark), focusing on PET biodegradation, and at the University of Milan on the biostabilisation of silk industry waste, as well as a traineeship at Eni SpA within the Sustainable Development department.

Her career has been oriented towards the practical application of academic expertise, and she has participated in several innovation competitions in the biotechnology field. In recent years, she has worked as an EU Project Manager, managing project activities, drafting proposals, and coordinating partners, particularly in the agri-food innovation and sustainability sectors. She currently works as a Project Manager in the Bioeconomy team at Italbiotec, where she oversees projects focused on sustainable production and biotechnological innovation.

SARA DANIOTTI

Born in Milan, she holds a degree in Advanced Biotechnology and is currently Head of the Bioeconomy Project Management Unit at the Italbiotec Consortium. In this role, she leads one of the three project management units, focusing on projects and services supporting innovation in the bioeconomy and circular economy sectors.

She serves as the main reference point for European, national, and regional project design, as well as for services related to the environmental, social, and economic impact assessment of innovative products and processes. She also supports the communication team in implementing dissemination strategies and project reporting activities for research and development initiatives. In addition, she is involved in the activities of the Lombardy Green Chemistry Association and coordinates several European research and innovation projects.