

MICHELA COBELLI



Contact

Pavia, Italy

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[Linkedin Profile](#)

Skills

- Strategic planning
- Negotiation expertise
- Proposal writing
- Networking proficiency
- People management
- Time scheduling and allocation
- Budgeting oversight
- KPI setting and management
- Stakeholder engagement
- Contract negotiation
- Influential communication

Education

EMBA

University of Pavia 09/2023

International certificate of English language

Poly school, Irvine, CA, 2008

MA in Political Science

University of Pavia - 2008

BA in International Relations

University of Pavia - 2004

Languages

English

Advanced

French

Intermediate

Spanish

Intermediate

Summary

I'm professional with 15 years of experience in the internationalisation of higher education, particularly in student and staff exchange agreements.

I have a strong academic background in International Relations and Political Theory Studies, complemented by MBA. With a solid track record in implementing international projects such as Erasmus+ Individual mobility, Cooperation Partnerships, Capacity building in higher education, and Erasmus Mundus Joint Masters, I am skilled in creating new scholarship schemes and negotiating with higher education institutions and potential partners.

I excel in both teamwork and independent work, demonstrating excellent organizational, interpersonal, and time management skills, with a continuous drive for learning and development.

Experience

Head of International Mobility

University of Pavia | Pavia, Italy | Sep 2020 - Current

Responsibly ensuring growth and success of the university's global mobility programs by overseeing a team managing 400+ international agreements while driving strategic initiatives.

Achieved consistent success in securing yearly €7 million in project funding while executing digital transformation projects.

Engaged with University Governance, including the Rector and Vice Rector for Internationalization.

Main tasks:

- **Directed strategic leadership** in the execution of the university's global engagement strategy, establishing collaborations for academic growth with international institutions and networks.
- Coordinated international **educational programs**, liaising with overseas partners to facilitate smooth student and staff exchanges, by managing all its aspects starting from application through post-mobility assessment.
- Managed **grants**, ensuring compliance with funders' requirements, overseeing audits, and maintaining transparent financial operations.
- Delivered **top-notch performance** by leading, mentoring, and managing the 12-member team responsible for executing successful mobility programs.
- Streamlined mobility processes by implementing **digital transformation initiatives** focused on virtual exchanges, COILs and microcredentials.
- Facilitated **stakeholder engagement** by partnering with the Vice-Rector for Internationalization, academic departments, and external prospects.
- **Led campaigns** to promote mobility programs, increase program participation, and ensure accessibility for underrepresented groups.

European Project Manager

University of Pavia | Pavia, Italy | Sep 2014 - Sep 2024

- Spearheaded the management of 20+ international projects while assisting in the creation of over 150 project proposals centered around internationalization, innovation, and development cooperation.

Digital skills

Microsoft Office Suite
Google Workspace
Project Management Tools
CRM
Microsoft Teams
Video Conferencing
Email Marketing
Cloud Storage
Moodle
Jira
EU funding and tender portal
UGOV, ESSE3, Titulus

International Officer

Università degli Studi di Pavia | Pavia, Italy | Dec 2008 - Aug 2014

Developing and management of international strategies and partnerships, global programs, and events in MENA region.

Project assistant

Sportello Donna ONLUS | Pavia, Italy | Jan 2004 - Jan 2005

- Local Contact point of Eurodesk, the official network of the European Erasmus + program for information on programs and initiatives promoted by EU institutions in favor of young people
- Organization of professional training courses for young working women at the University of Pavia
- Organization and coordination of fairs, meetings, cultural events, and promotion of the 'Sustainable Tourism Desk' of Pavia.

Affiliations

- COST network European Network on International Student Mobility: Connecting Research and Practice - **ENIS**
- Chair of the Mobility Task Group of the European alliance "European Campus for City Universities – **EC2U**
- Working Group in Academic and Exchange Mobility - **Coimbra Group**
- Subnetwork on Mobility and Intercultural Dialogue - **UNIMED**
- European Association for International Education - **EAIE**
- Association of International Educators – **NAFSA**

External assignments

- External Evaluator of Erasmus Proposals – European Commission in Italy and Belgium
- Member of Quality Assurance Board – GaragErasmus foundation

Speaker

- 2024: Erasmus Generation Meeting, EAIE, MOVENTIA
- 2023: EAIE, Erasmus Generation Meeting, ACA Conference
- 2021: EAIE
- 2020: Leibniz Universität Hannover, Coimbra Group Conference

Publications

- MCGRAW-HILL EDUCATION (2024). Shades of Blue: Science, technologies and business strategies for the exploration of uncharted futures
- Convegno AICLU (2024). Enhancing Linguistic Readiness: Strategies for Exchange Students Multilingual Preparation
- Convegno ISYDE (2024). Fostering global learning through Erasmus+ Blended Intensive Programmes
- Il Sole 24 Ore. (2023). Metaversity: perché le Università dovrebbero investire nel Metaverso.
- European Commission. (2022). Joint Position Paper on Erasmus without Paper.
- Coimbra Group. (2020). Universities' Response to the COVID-19 Crisis: What Have We Learnt So Far?
- DIGIPASS Project. (2019). Handbook - A Virtual Environment for Support Mobility.