

DR. ALESSANDRO GILLERI

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BIO

Long-term experience as fundraiser and innovator in various cultural fields and in show business in particular. I established a proven record of success with my 33-year career at the Trieste Opera House 'Fondazione Teatro Lirico G. Verdi'. From initially diverse tasks and responsibilities I consistently increased my range of competencies until reaching the position of Director of Production. In this role I acquired a solid knowledge in show business differentiation and development as well as corporate management and controlling. I managed the innovation process of the Trieste Opera House by reorganizing production cycles and sale strategies for our products. Thanks to my negotiation skills and the successful management of complex projects as well as leading multidisciplinary and multicultural teams, and maintaining good relationships with international organizations I succeeded in providing the necessary financial coverage for the theater and its activities, thus guaranteeing its institutional consolidation. With entrepreneurial endeavor and a flexible attitude, I recently started a management and organizational consulting activity in show business and the entertainment industry. I advise on artistic, organizational and sponsor-related aspects of cultural investments in Italy and abroad.

PROFESSIONAL EXPERIENCE

- 2012 – present **GOLDENSHOW S.r.l.c.r. – Trieste (Italy), 2017 Srl no profit Company, www.goldenshowtrieste.com**

Consulting firm: entertainment industry, stage shows, opera and theater, event organization and management.

Position: founder, president, producer, author, director, consultant

In 2018, the Italian Ministry of Heritage and Culture and Tourism recognized Golden Show as enterprise producing innovative theatre in the context of experimental theatre as well as theatre for children and young audiences in the three-year period 2018-2020. The company supports young authors and artists under 35.

✓ **Producer**

- **2020.** *'Nota stonata'*, written by Dider Caron, directed by Moni Ovadia, with Giuseppe Pambieri and Carlo Greco, national debut at the Borgio Verezzi Festival; *'Giallo Raffaello'*, written by Riccardo Barbera and Barbara Chiesa, directed by Barbara Chiesa, with Stefania Ventura, Gino Auriuso, Ottavia Orticello, ran in the context of the new theatrical review 'Raffaello per Roma'; *'LvB'*, written and directed by Jacopo Squizzato, with Stefania Ventura and Luca Negroni, under the patronage of the German embassy in Italy, dedicated to Ludvig van Beethoven on the anniversary of his death; *'Emigranti'*, written by Slawomir Mrozek, directed by Claudio Jankowski, with Riccardo Barbera and Roberto D'Alessandro, with the support of the Polish embassy in Italy, debut on 25 September 2020 in the context of the theatrical review 'Raffaello per Roma'; *'L'Alfa Romeo Jankovitz'*, written by Laura Marchig, dramaturgy and directed by Tommaso Tuzzoli, with Bruno Nancinovich, Mirko Soldano, Andrea Tich, Elena Brumini, Serena Ferraiuolo, coproduced with the Ivan Zajc Croatian National Theatre in Rijeka, Tinaos cultural association, with the support of the Friuli Venezia Giulia region and in partnership with il Rossetti – Teatro Stabile del Friuli Venezia Giulia, EuroScience Open Forum 2020, Umjetnička organizacija Fedra art projekt – Rijeka, Associazione Stato Libero di Fiume – Udruga Slobodna Država Rijeka.
- **2019.** *'Una casa di donne'*, written by Dacia Maraini; *'Nikola Tesla – A portrait'* written by Jacopo Squizzato, tour in Finland and Sweden; *'Le donne del commendatore'*, written by Stefania Ventura; *'Love's Kamikaze'*, written by Mario Moretti; *'Così parlò Monna Lisa'*, written by Antonio Piccolo, tour in Slovenia.
- **2017.** *'Grisélidis: Memorie di una prostituta'*, written by Coraly Zahonero, directed by Juan Diego Puerta Lopeza, with Serra Yilmaz, solo sax Stefano Cocco Cantini; the show opened the *Todi Festival 2017*, sponsored by beko, coproduction with *Todi Festival, I due della città del Sole*; ran in Muggia, Vicenza, Rome (two theatres), Florence, Acquapendente, Milan (Italy).
- **2016** *'La cameriera del Rex'* written by Spirito, ran in Trieste (Italy), Izola (Slovenia) and Pula (Croatia); *'Lascia cantare il cor'*, with Andrea Binetti and Marzia Postogna.

✓ **Festivals and seasons**

- **2020.** Artistic direction of the *'Festival Estivo del Litorale 2020 – FESTIL'* (Summer Coastline Festival), organized by Tinaos cultural association (Trieste).
- **2020.** Ideation, artistic direction and organization of the theatrical review *'Raffaello per Roma'* at the Circolo della Pipa, the Casina del Curato and Casina di Raffaello (Rome); three-year project dedicated to Raffaello (2020), Dante (2021) and Canova (2022).
- **2015-present.** Ideation, artistic direction and organization of *'Muggia Teatro'*, new theater season in Muggia (Trieste, Italy), in cooperation with the Municipality of Muggia, supported by the Friuli Venezia Giulia region, promoted by Tinaos cultural association: *Muggia Teatro 2021/2022, 2020/2021, 2019/2020, 2018/2019, 2016/17, Muggia Teatro Cabaret 2015/16 and Muggia Cabaret 2014/15* (the latter in collaboration with Bananas company, the proprietor of the Zelig trade mark) and Festival Estivo del Litorale whit cooperation Koper (SLO) Theater and Municipality.
- **2016.** *'Rose is a Rose is a Rose'*, written by Sajko, national debut and repeat performances in various Italian theatres (Rome, Salerno, Calenzano) and festivals (Naples Theatre Festival 2018 and Wonderland Festival Brescia 2016), with the sponsorship of the Croatian Government.

✓ **Author, producer and director**

- **2017.** *'Viaggio nell'operetta: Il musical'*, coauthored with Gianni Gori; ran in Gradisca, Casarsa, Trieste and Ravenna (Italy); *'Viaggio nell'operetta: Vienna, Budapest, Parigi e Londra, Roma'*, coauthored with Gianni Gori, ran in Rome and Trieste (Italy).
- **2016.** *'Ti parlerò d'amor – Aufwiedersehen Berlin'*, coauthored with Gianni Gori, ran in Muggia, Bolzano, Salerno, Colleferro, Acquapendente (Italy).
- **2012.** *'Operetta Eterno Amore'*, coauthored with Gianni Gori; ran in Trieste, Udine, Mantova, Cagliari, Parma (Italy); the production involved also the Choir and the Orchestra of the Cagliari Opera House.

✓ **Producer and director**

- *'Il collezionista: Evan Gorga dalla Bohème a Palazzo Altemps'*, written by Maria Letizia Compatangelo; *'Gaia'*, written by and with Stefania Ventura; *'Il gusto'*, written by and with Stefania Ventura, on environmental issues.

✓ **Artistic consultant**

- **2016-2017.** Consultant for the Korean Opera Group in Seoul (South Korea), for the production of the opera *'La Traviata'*, directed by Henning Brokhaus.
- **2008- 2013** Consultant for the Aphrodite Opera Festival in Paphos (Cyprus).
- 2015 Consultant for the software company Labinf Sistemi of Santhià (Vercelli, Italy) specializing in software for theaters: product development for the Italian and the international market.
- **2014** Consultant for Iam Management (Seoul, South Korea), staging *'Aida'* by Giuseppe Verdi in Seoul from 25-30 November with Denobili's historical setting from the Teatro alla Scala in Milan, a premiere for South Korea.

○ May 1980 – December 2013 **FONDAZIONE TEATRO LIRICO GIUSEPPE VERDI – Trieste (Italy)**

Activity: Opera performances. The Trieste Opera House Giuseppe Verdi has 250 employees and a turnover of 25 million euros.

✓ April 2005 – December 2013 **Director of Production**

As a member of the managing committee, I advised on artistic topics and supervised all artistic programs. My tasks included the management of co-production agreements as well as national and international tours. As I was responsible for the overall budget (4-5 million euros on average) and for the theater's programs, I drafted and prepared the applications for EU financing projects. I set up and kept relationships with theaters, opera houses and musical institutions in Italy and internationally extending my networking activity to TV and radio stations, including private regional broadcasters. General and specific planning of all the activities was also part of my job. During legislative gaps I formally replaced executives and was granted operational mandates.

Main results

- 2009 – 2013: Under my management the following goals were achieved: maximum productivity, work time optimization, planning and cost optimization. The Trieste Opera House ranks 4th in Italy when it comes to stage performance numbers, it occupies the last position relating to costs.
- In 2010 I was responsible for the *Festival Internazionale dell'Operetta*, an Italian-Hungarian co-production for which set designs and costumes were made in the theater's lab in Trieste, then transferred to the Szeged Theater in Hungary. I managed to bring F. Kreisler's operetta *'Sissy'* to Hungary, assuring the first ever performance at the Royal Palace of Gödöllő, the historical residence of Empress Elisabeth. The co-produced operetta by the title *'The Csardas Princess'* was

a huge success with the public and the critics receiving positive feedback from Italian newspapers like Corsera and La Repubblica.

- In 2009 I organized the 1st International Conducting Competition ‘Victor de Sabata’, in cooperation with the London Philharmonic Orchestra, the Opéra de Monte-Carlo, the Bayreuth Festival, the Trondheim Symfoni Orkester, the Accademia di Santa Cecilia in Rome, the Teatro alla Scala in Milan.

✓ 1993 – 2005 **Acting Deputy Director of General Affairs**

Responsible for HR, ticketing and sales management, contracts, organization and distribution of the theater's activity in the Friuli Venezia Giulia region.

Main results

- Introduced and implemented new contract procedures and contract templates. Applied IT-based procedures for ticketing and box office sales, rationalized surveillance and external security services.
- Implemented several theater seasons in many regional cities and municipalities. Contributed substantially to the consolidated presence of the Trieste Opera House in Pordenone.

✓ 1980 – 1992 **Financial Manager**

My first position at the Trieste Opera House (Fondazione Giuseppe Verdi) was as a treasurer, then I was promoted to Head of Finance.

Main results

- Created and set up the Treasurer's Office which did not exist until then. Led the theater's legal compliance process with regard to regulations and infrastructures due to a change in law for theaters, stage shows and public event venues in Italy.

TEACHING EXPERIENCE, CONFERENCES AND SEMINARS

○ 2004 – 2020 **University Professor (contracted)**

- ✓ 2004-2010 Department of Italian Studies, Linguistics, Communication and Show – **University of Trieste** (Italy)

Teaching subject: ‘*Performing arts management and economics*’.

- ✓ 2004-2010 Department of Education Sciences – **University of Udine** (Italy)

Teaching subject: ‘*Performing arts management and economics*’.

- ✓ 2006-2008 Department of Arts – **University of Parma** (Italy)

Teaching subject: ‘*Management and organization of music businesses*’.

- ✓ 2011-2020 **Brera Academy of Fine Arts** (Milan, Italy) – Masters course in Set Design

Teaching subject: ‘*Entertainment law, legislation and economics*’.

- Several Master courses and seminars in different academic institutions: **Teatro alla Scala Academy, SDA Bocconi School of Management, ATER Training Foundation in Modena, University of Parma, University of Udine and Agorà Verona** (Association for training development).

- 2014 Speaker, ‘Book launch: “Lo spettacolo va in scena. Nozioni di organizzazione e scenotecnica teatrale” (Brera Academy of Fine Arts, Milan, 5 June 2014).

- ✓ Monography I coauthored with Pierpaolo Bisleri (see below, ‘Publications’).

- ✓ Event organised by the Academy’s School of Scenography.

- 2013 Speaker, ‘Central Europe: A reference point for East Asia’s political and social growth’ (Trieste, Italy).

International conference ‘[Europa Neu Denken](#) – *Rethinking Europe: Regions as Agents of Civilisation*’, under the patronage of the EU-Commissioner Johannes Hahn in collaboration with the University of Salzburg.

OTHER ACTIVITIES

- 2004 – 2007 **ORCHESTRA REGIONALE DEL FRIULI VENEZIA GIULIA – Udine (Italy)**
Activity: Music events.
Position: Artistic Consultant. Member of the Managing Board's artistic commission.
Artistic consulting and supervision of concert programs. Turnover: 1 million euros, 70 employees.
- 2005 **MITTELFEST – Cividale del Friuli (Italy)**
Activity: music event in the context of the international and multidisciplinary festival that acts as a bridge between Italy and Central Europe.
Position: Artistic Consultant.
Artistic consulting and supervision of the show **‘Allegra era la vedova’**, music by Franz Lehár.
- 2008 – 2013 **APHRODITE OPERA FESTIVAL PAPHOS – Paphos (Cyprus).**
Activity: Music events.
Position: Artistic and Operations Director
I supervised and organized the festival in 2008 achieving the presence of the Teatro Verdi in 2013 as I was holding the position of Artistic Director. In 2013, due to economic constraints, I implemented a co-production with the Festival, the Cyprus Symphony Orchestra and Opera Futura Verona. Turnover: 350 thousand euros, 100 employees.
Main results
 - ✓ In 2013 I reaped the benefits of the relationships established in 2008 and the resulting success, thanks to which I managed to get back to Cyprus. The cast made up of experienced singers and young voice talents was highly acclaimed by the audience and the critics. More than 7000 people attended the performance during three nights. International feedback was positive and acknowledged in leading European music media such as ‘Opera’, ‘Opera Actual’ and ‘Opera Magazine’.

PUBLICATIONS

Books

- Gilleri A., Bisleri P., *Lo spettacolo va in scena. Nozioni di organizzazione e scenotecnica teatrale*. Milan: Franco Angeli. 2014.
- Gilleri A., *Nozioni di organizzazione ed economia dello spettacolo*. 2nd revised and expanded edition. Milan: Franco Angeli. 2008.
- Gilleri A., *Nozioni di organizzazione ed economia dello spettacolo*. Milan: Franco Angeli. 2005.

Shows

- Gilleri A., Gori G., ‘Viaggio nell’operetta: Il musical’. 2017.
- Gilleri A., Gori G., ‘Viaggio nell’operetta: Roma’. 2016.
- Gilleri A., Gori G., ‘Viaggio nell’operetta: Parigi e Londra’. 2016.
- Gilleri A., Gori G., ‘Viaggio nell’operetta: Budapest’. 2016.
- Gilleri A., Gori G., ‘Viaggio nell’operetta: Vienna’. 2016.
- Gilleri A., Gori G., ‘Ti parlerò d’amor – Aufwiedersehen Berlin’. 2015.
- Gilleri A., Gori G., ‘Operetta eterno amore’. 2012.

Scripts

- Gilleri A., Soli D., ‘Una favola viennese a Miramar’. Text for show and musical adaptation. *Luci e Suoni Festival*. Miramare Castle, Trieste, Italy. 1996.
 - The show was broadcasted also by RAI Radiotelevisione Italiana, the Italian state owned public service broadcaster.
 - I curated the museum exhibition space dedicated to the *Luci e Suoni Festival*.
- Gilleri A., Carpinteri L., Faraguna M., ‘Buonasera signor Lehar e ben tornato a Miramar’. Text for show and musical adaptation. *Luci e Suoni Festival*. Miramare Castle, Trieste, Italy. 1994.
 - The show was broadcasted also by RAI Radiotelevisione Italiana.
 - I curated the museum exhibition space dedicated to the *Luci e Suoni Festival*.

Articles

- Gilleri A., ‘Appunti sui diritti relativi alle varie categorie di titoli di ammissione a manifestazioni teatrali’, *Diritto di Autore: Rivista*

trimestrale della SIAE, April-June 1986. Milan: Giuffrè. 1986.

- Gilleri A., 'Appunti sulla nuova disciplina degli interventi dello stato in favore dello spettacolo', *Diritto di Autore: Rivista trimestrale della SIAE*, July-September 1985. Milan: Giuffrè. 1985.
- Gilleri A., 'Appunti sullo "Schema di disegno di legge concernente la disciplina organica delle attività musicali e di danza"', *Diritto di Autore: Rivista trimestrale della SIAE*, January-March 1985. Milan: Giuffrè. 1985.
- Gilleri A., 'Il rapporto di lavoro artistico. Gli enti lirico sinfonici', *Il diritto nello spettacolo*. Naples: Simone. 1984.
- Gilleri A., 'Appunti sul contratto di agenzia teatrale in Italia ed in altri paesi occidentali', *Il Diritto di Autore: Rivista trimestrale della SIAE*, October-December 1983. Milan: Giuffrè. 1983.

MEMBERSHIPS

Boards of directors

- 2004-2006. Board of Directors and Artistic Committee, Regional Orchestra of Friuli Venezia Giulia Region, on behalf of the President of the Province of Pordenone (Italy).
- 2005- 2008 Board of Directors, Institute of Eastern Europe Studies (Istituto di Studi dell'Europa dell'Est).

Music juries

- 2013. 11th 'Maria Callas' Opera Competition (São Paulo, Brazil).
- 2013. 11th 'Giovanni Martinelli – Aureliano Pertile' International Singing Competition (Montagnana, Padova, Italy).
- 2006. 3rd 'Città di Pisa' Opera Competition (Pisa, Italy).
- 2005. 45th 'Voci Verdiane' International Musical Competition (Busseto, Parma, Italy).

EDUCATION

- **Law Degree** from the University of Trieste School of Law
 - Research thesis in commercial law: '*The theatrical agency in various legal systems*' ('L'agenzia teatrale nei vari ordinamenti giuridici').
 - Dissertation: 'The Opera Companies' ('Gli enti lirici').
- Guglielmo Oberdan High School (scientific orientation) Trieste, Italy.

LANGUAGES

Italian mother tongue

German fluent

English fluent

ADDITIONAL PERSONAL INFORMATION

- Available to work in Italy and abroad.
- Military Service: Attended the Italian Officer School for Mountain Artillery in Foligno (Perugia), served at the Office FH70 of the Italian Ministry of Defence.

I hereby authorize the treatment of my personal data according to law 196/03 and its following modifications.