



TRAINING PROGRAMME

# MATOORO

— A C A D E M Y —



Roberto Costa, founder of the restaurant chain Macellaio RC and, creator of the RC Academy, is the man behind the new exciting project aiming to help young people to learn how to work in the hospitality industry, with the belief that only a closer relationship between education and the labour market can effectively relaunch a policy of qualification and training of human resources that is consistent with the needs of production activities and the development processes of operators in the sector.



# MATOORO ADDED VALUES



Central London Accomodation



Monthly Travel Pass



Traineeship



B1 level English Test



Managements courses



Food Alert Certificates



Job Interview



Sponsor Opportunity

# MATOORO ADDED VALUE

## WEEKLY CLASSES

The educational programme will focus on training both kitchen and dining room staff in a managerial way, with attention to the main incidences of F&B cost and wage cost, teaching them how to manage a point of sale

## BENEFITS

All participants will be provided with board, accommodation and an Oyster card to travel by tube or bus in London.

## B1 ENGLISH TEST

Our English course will be structured to prepare our students to attend a B1 English test at the end of the course

## FINAL CERTIFICATE

At the end of the second trimester, the students will have the opportunity to present their own business plan and receive a certified diploma

## ON-SITE TRAININGS

To complete the training there will be 40 hours of practice in restaurants, with the intention of refining the theoretical teachings.

## FOOD ALERT CERTIFICATES

Four certificates are included within the programme

## PARTNERSHIP

Our Academy is sponsored by:

- Italian Ministry of Foreign Affairs
- Consulate General of Italy in London
- Italian Chamber of Commerce in London
- FIPE

## INTERVIEWS

At the end of the course, students will be introduced to our partnered restaurants for job interviews

---

*For the duration of six months, the students will have the opportunity to learn the basics of both back of house & front of house duties and will be taught all necessary bits of knowledge to start in the hospitality industry.*

*Thanks to the evening shifts, the students will also have the opportunity to put into practice what they have learnt during the day, by working in one of the partnered restaurants, with a regular salary.*



**THE  
PROGRAMME**



# FIRST MONTH

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
	COURSE	NAME OF THE CLASS	NAME OF THE CLASS	NAME OF THE CLASS
<b>THEORY CLASSES</b>	<b>WELCOME TO THE STUDENTS AND PRESENTATION OF THE CLASSES</b>	<b>INTRODUCTION TO RESTAURANT SERVICE</b> Different type of service Type of "mis en place" Cutlery and glasswear Uniform and grooming Gesture and posture Approaching a table	<b>SERVICE BASIS (I)</b> Welcoming and greetings Steps of service Service techniques Understanding your guests	<b>WINE MASTERCLASS (I)</b> Intro to class tutors Wine List Layout Options Margins v Markups Pricing Models Storage, Day Cellar, Pars <i>Home studies begins for WSET L2</i>
	<b>INTRODUCTION TO HOSPITALITY</b> The history of Italian cuisine Roberto Costa – telling the story of his success From family restaurants to big chains Organisation's set up: - Organigramme - Positions - Roles	<b>TRAINING ON PRODUCT'S SELECTION</b> Culinary biodiversity Provenience of products Understand products by regions How to pair products (i.e. difference between olive oils)	<b>HOW TO CHOOSE THE RIGHT PRODUCT</b> The research of products The short chain Understand the products - Introduction to the dry-ageing process - Homemade production - Italian traditions - Italian producers	<b>SERVICE BASIS (II)</b> Helping during the service Understand timing for different courses When and how to send a course away How to clear the table Resetting a table Saying goodbye
	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)
	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)
<b>FOH PRACTICE</b>	HELPING AND OBSERVING WAITING STAFF ON THE FLOOR	HELPING AND OBSERVING KITCHEN STAFF PRE SERVICE & DURING SERVICE	HELPING WAITING STAFF GREETING GUESTS	HELPING AND OBSERVING KITCHEN STAFF PRE SERVICE & DURING SERVICE
<b>EXTRA COURSES</b>				Food Hygiene course - level one

# SECOND MONTH

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
	COURSE	NAME OF THE CLASS	NAME OF THE CLASS	NAME OF THE CLASS
THEORY CLASSES	<b>BAR SERVICE</b> Different type of coffees Different type of teas How to make coffees Time management and orders Amari & digestives	<b>WINE MASTERCLASS</b> Basics of wine Understanding grapes variety Focus on wines from North of Italy North of Italy wine tasting Corkscrews and Other Tools Glassware Presenting a bottle Opening a Bottle Decanting Pouring (1st and subsequent bottles)	<b>TILLS &amp; SYSTEMS</b> ERP systems Using the till and inserting an order Error correction, voids and wastage Gift items & vouchers Deliveries and take away orders	<b>BACK OFFICE BASIS</b> fnb intro What's a GP and how to work with it Products – menu items – batch recipes EPOS back end
	<b>SHIFTS TASKS</b> Tasks pre-shift Tasks during shift Time management Table numbers Table positions		<b>COCKTAIL MASTERCLASS (I)</b> History Spirits & liquors Understand difference between glasses Different type of ice Most famous classic cocktails Making a cocktails	<b>TABLE SERVICE</b> How to take an order Explaining the menu Body language Open/closed questions Suggestions Upselling NOT upsetting Sales techniques and service standards Table service with gueridon
	<b>KITCHEN BASIS</b> Personal care and uniform Organisation of the mis en place Knowledge of kitchen brigade Gastronomic language with technical terms Kitchen equipments and tools Maintenance of kitchen equipment Understand boards colours	<b>TOOLS AND EQUIPMENTS</b> Techniques and methods of preparation Cutting techniques Presentation of each knife Blade maintenance and sharpening Proper use of knives and understand the cuts Methods and specific equipment and tools for food preservation Adequate refrigerated temperature Maintenance of refrigerators Blast chillers	<b>COOKING TECHNIQUES</b> The 13 methods of cooking Batches and recipes Line preparation Specific condiments and sauces How to make a broth Temperatures and cooking times	<b>EVERYTHING ABOUT PASTA</b> Understand different type of flour What is gluten History and preparation of Italian pasta Understand different type of pasta Dry pasta and fresh pasta Pasta shapes Organic products Production
	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)
	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)
FOH PRACTICE	SETTING UP THE FLOOR MIS EN PLACE RUNNING DISHES TO THE FLOOR SERVING DISHES TO THE TABLE	SETTING UP THE FLOOR MIS EN PLACE RUNNING DISHES TO THE FLOOR SERVING DISHES TO THE TABLE	SETTING UP THE BAR COFFEE PRACTICE HELP WAITING STAFF ON THE FLOOR PRACTICE ON SERVICE	GREETING GUESTS TAKE GUESTS TO THE TABLE EXPLAIN THE MENU SUGGESTING DISHES TABLE SERVICE
BOH PRACTICE	HELP WITH KITCHEN PREPARATIONS HELP ASSISTING THE SOUS CHEFS HELP WITH SIDE DISHES PREPARATION	HELP WITH KITCHEN PREPARATIONS HELP ASSISTING THE SOUS CHEFS HELP WITH SIDE DISHES PREPARATION	HELP KITCHEN PREPARATIONS HELP WITH SAUCES AND CONDIMENTS PREPARE BATCHES HELP WITH SIDE DISHES PREPARATION	HELP WITH SAUCES AND CONDIMENTS PASTA PREPARATION BREAD AND FOCACCIA MAKING STARTERS SECTION
EXTRA COURSES				Health & Safety course - Level one

# THIRD MONTH

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
	COURSE	NAME OF THE CLASS	NAME OF THE CLASS	NAME OF THE CLASS
<b>THEORY CLASSES</b>	<b>RECEPTION</b> Understand booking systems (Opentable/Quandoo) How to answer the phone How to take a reservation How to insert a reservation How to spread your reservations along the night The art of reading your guests Returning time	<b>WSET L2 exam</b> Wine tasting technique	<b>STOCK COUNT</b> The importance of the Stock How to make the stock How to make orders Tasks after shift - Stock counts - How to count and input - Orders and our suppliers - Delivery notes and invoices - What to do when a delivery is wrong"	<b>MARKETING</b> The importance of Marketing in hospitality Social medias Bloggers & Influencers Journalists and critics Monthly promotions and events Secret diners Direct Marketing in the restaurant
		<b>WINE MASTERCLASS</b> a.Terroir of Central Italy b.Wines from central Italy c.Understand how to pair them d.Wine tasting e.Different type of glasses		
	<b>AT THE MEAT COUNTER</b> Red and white meat Principal cuts Cooking techniques for different cuts Dry-ageing process Nutritional properties Cured meat	<b>AT THE FISH MONGER</b> Understand and distinguish different species Freshness and provenience of the breeds Fish cleaning Understanding the fish blast freezing process How to store fish correctly Fish dry-ageing process and ph control	<b>IN THE BAKERY</b> Understanding flour's strenghts How to make bread, focaccia and pizza The importance of accuracy Baker's percentages The importance of ingredient temperatures Mixing methods Chemical leavening agents	<b>PATISSERIE</b> Knowing the chemistries of food Understand tools and machinery Different type of pastry Most famous Italian desserts and their provenience The importance of creativity Compositions and garnishes
	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)
	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)	ETIQUETTE CLASSES (ONCE A WEEK)
<b>FOH PRACTICE</b>	HELP TO ORGANISE A SECTION EXPLAIN THE MENU ASSIST THE WAITER TO TAKE ORDERS SUGGEST WINES SERVE WINES	ORGANISE YOUR TABLE PLAN HELP WITH RESERVATIONS EXPLAIN THE MENU TAKE ORDERS SEND MAINS AWAY MAKE BASIC COCKTAILS	HELP WITH STOCK COUNT HELP WITH ORDERS ORGANISE RESERVATIONS ON THE SYSTEM TAKE WALK-INS TAKE FOOD ORDERS TAKE WINE ORDERS	ORGANISE YOUR OWN SECTION TAKE ORDERS INSERT ORDERS IN THE TILL CALL MAINS AWAY UPSELLING STOCK COUNT
<b>BOH PRACTICE</b>	PREPARATION OF BUTCHERY SECTION HELP THE BUTCHERY MAKE ALL STARTERS FROM THE BUTCHERY	PREPARATION OF BUTCHERY SECTION HELP THE BUTCHERY MAKE ALL STARTERS FROM THE BUTCHERY	RUNNING BUTCHERY SECTION ON YOUR OWN MEAT CUTTING PREPARAE YOUR OWN SECTION FOR THE SERVICE MAKE YOUR OWN FOCACCIA AND BREAD INDIPENDENTLY	MAKE YOUR OWN FOCACCIA AND BREAD INDIPENDENTLY PREPARE ORDERS FOR SUPPLIERS HELP WITH STOCK COUNT WASTAGE AND TRANSFERS
<b>EXTRA COURSES</b>		Fire Marshal course		

# FOURTH MONTH

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
	COURSE	NAME OF THE CLASS	NAME OF THE CLASS	NAME OF THE CLASS
THEORY CLASSES	<b>BACK OFFICE DUTIES (I)</b> Understand the importance of food & beverage costs How to get your numbers right Managing your till, create new items and add special offers How to do a "closing" How to do the End Of the Night	<b>MANAGEMENT DUTIES</b> Improve your managing skills Work on budget WTR Flash report How to maintain high standards Anticipate your guests	<b>Value chain</b> Incoterms <b>Food and wine matching</b>	<b>THE PERFECT HOST</b> How to set up your floor plan to optimise reservations How to set up your availability to optimise reservations The art of never say NO Front of house secrets to entertain your guest while their waiting How to help the floor while welcoming your guests How to deal with big groups reservations Managing events at the restaurant
	<b>A CUISINE OF PRODUCTS</b> Understand organoleptic properties of products Understand flavour pairings Understand how to balance flavours in a dish Create your own dish	<b>MIXOLOGY</b> Mis en place Jiggers and free pouring Stirring or shaking How to use a shaker Make a complex drink in batches How to do your own infusion and syrup Garnishes	<b>WINE MASTERCLASS</b> a.Terroir of South of Italy b.Wines from South of Italy c.Understand how to pair them d.Wine tasting and food pairing	<b>IN THE KITCHEN</b> Batches and recipes Managing food purchasing and storage How to avoid food waste Creating a work schedule Fridges temperatures and maintenance Dealing with suppliers Health and safety, and food hygiene responsibilities
	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)
FOH PRACTICE	ORGANISE YOUR OWN SECTION EXPLAIN THE MENU TAKE ORDERS AND SEND MAINS AWAY INSERT ORDER IN THE TILL AND MAKE VOIDS MAKE COCKTAILS WINE SUGGESTIONS	ORGANISE YOUR OWN SECTION EXPLAIN THE MENU TAKE ORDERS INSERT ORDER IN THE TILL AND ADD PRODUCTS ON YOUR OWN WINE SUGGESTION AND SERVICE	RUN YOUR OWN SECTION TAKE ORDERS INDEPENDENTLY DEAL WITH COMPLAINTS OR MISTAKES WINE SUGGESTION AND SERVICE DEAL WITH SUPPLIERS AND PLACE ORDERS END OF NIGHT	MAKE THE DAILY BRIEFING ORGANISE YOUR TABLE PLAN FOR THE NIGHT RUN THE BUSIEST SECTION WITH THE HELP OF A TUTOR DIRECT COMMIS WATERS TO HELP YOU DURING THE SERVICE EXPLAIN THE MENU AND SUGGEST WINES ACCORDINGLY DEAL WITH COMPLAINTS OR MISTAKES END OF NIGHT
BOH PRACTICE	FOOD COSTING MAKE ORDERS ON YOUR OWN RUN STARTERS SECTION ON YOUR OWN PROCESS INVOICES WORK INDEPENDENTLY IN A BUSY ENVIRONMENT	HELP TO RUN THE MAIN SECTION COORDINATE SERVICES BETWEEN SECTIONS WORK INDEPENDENTLY IN A BUSY ENVIRONMENT ORGANISING YOUR TEAM	HELP TO RUN THE MAIN SECTION COORDINATE SERVICES BETWEEN SECTIONS WORK INDEPENDENTLY IN A BUSY ENVIRONMENT ORGANISING YOUR TEAM	DAILY BRIEFING WITH THE TEAM RUN THE KITCHEN AND MOTIVATE THE TEAM HELP WITH KITCHEN ROTA FNB RESPONSABILITIES LABOR COST RESPONSIBILITIES MAKE ORDERS ON YOUR OWN
EXTRA COURSES				First aid course

# FIFTH MONTH

	WEEK 1	WEEK 2	WEEK 3	WEEK 4
	COURSE	NAME OF THE CLASS	NAME OF THE CLASS	NAME OF THE CLASS
THEORY CLASSES	<p><b>MANAGING A RESTAURANT AND YOUR TEAM</b>            Understand the importance of wage costs and how to optimise hours            How to do your own rota            How to keep your team motivated            How to synchronise kitchen and floor team            Kitchen pass            Quality control before the dish goes to the table            Create a menu understanding costing and GP</p>	<p><b>HR &amp; HIRING</b>            How to keep your staff motivated            Understand Minimum living wage and hourly rates            Understand holidays and sickness            How to do an interview            Organise your payroll correctly            Organise your daily duties correctly</p>	<p><b>WINE MASTERCLASS</b>            Industry Structure            Industry roles            Secrets of blind tasting</p>	<p><b>FOOD DESIGN</b>            Space design            Mis en place            Service design            Visual identity</p>
	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	
FOH PRACTICE	<p>MAKE YOUR OWN ROTA SUPERVISED BY A TUTOR            MAKE THE DAILY BRIEFING            RUN THE BUSIEST SECTION INDIPENDENTLY            DEAL WITH BIG GROUP RESERVATIONS AND EVENTS            HELP WITH SET MENU OPTIONS FOR BIG GROUPS AND SUGGEST WINES ACCORDINGLY            END OF NIGHT AND CLOSING</p>	<p>RUN YOUR SECTION            ORGANISE RESERVATIONS            ENSURE TABLES ARE TURNING ON TIME AND DEAL WITH ANY DELAY            RECEIVE GUESTS            TAKE ORDERS AT THE TABLE MATCHING AVERAGE            SPENDING TARGETS            REACH BUDGET GOALS</p>	<p>RUN YOUR OWN SECTION            HELP WITH INTERVIEWS AND HIRING PROCEDURES            HELP WITH HOLIDAY REQUESTS            CHECK THE PASS AND DEAL WITH THE KITCHEN            QUALITY CONTROL            CREATE A SPECIAL MENU            REACH BUDGET GOALS</p>	<p>RUN YOUR OWN SECTION            HELP WITH INTERVIEWS AND HIRING PROCEDURES            HELP WITH HOLIDAY REQUESTS            CHECK THE PASS AND DEAL WITH THE KITCHEN            QUALITY CONTROL            CREATE A SPECIAL MENUS AND SET ME            REACH BUDGET GOALS</p>
BOH PRACTICE	<p>DAILY BRIEFING WITH THE TEAM            RUN THE KITCHEN AND MOTIVATE THE TEAM            HELP WITH KITCHEN ROTA            FNB RESPONSABILITIES            LABOR COST RESPONSABILITIES            MAKE ORDERS ON YOUR OWN</p>	<p>WORK INDIPENDENTLY            OVERSEE THE KITCHEN TEAM AND HELP THE HEAD CHEF            MAKE ORDERS AND CONTROL WASTEGE            WORK ON TARGET            DESSERT SECTION</p>	<p>WORK INDIPENDENTLY IN A BUSY ENVIRONMENT            GARNISHES AND QUALITY CONTROL            PROPOSE RECIPES DEVELOPMENT            HELP THE PASS AND CALL ORDERS            HELP WITH HIRING AND INTERVIEWS</p>	<p>RUN THE PASS            COORDINATE KITCHEN SECTION AND DELIVER DISHES IN A BUSY SERVICE            DISH COSTING</p>
EXTRA COURSES				

# SIXTH MONTH

	WEEK 1	WEEK 2	WEEK 3	WEEK 4		
	COURSE	NAME OF THE CLASS	NAME OF THE CLASS	NAME OF THE CLASS	TEACHER	
THEORY CLASSES	<b>GENERAL MANAGER DUTIES</b> Music, lights and environment Property maintenance Dealing with inspections Understand food safety procedures Understand revenue objectives Agreeing and managing budgets Managing finances	<b>CATERING SERVICE</b> Organising a catering service How to communicate with clients Monitoring the carriage of food and drink Banqueting organisation Type of service Welcoming your guests Posture and grooming Drinks service Pairing suggestion	<b>WSET L3 exam</b>	1.PRESENT YOUR OWN IDEA OF RESTAURANT 2.PRESENT A MENU WITH A SIGNATURE DISH PAIRING WINE & COCKTAILS 3.PRESENT A MARKETING PLAN TO LAUNCH YOUR RESTAURANT 4.PRESENT A BUSINESS PLAN HELPED BY YOUR MENTOR	Roberto Costa	
	Motivational speech and personal experience in the Industry		Motivational speech and personal experience in the Industry			
	<b>HEAD CHEF DUTIES</b> Fourth Hospitality and labor control Food costs How to train your team on new dishes Add creativity to your dishes How to deal with complaints Agreeing and managing budgets Delegating.	<b>FOOD CATERING</b> Creation of a menu Working on budget Product replicability Sourcing ingredients Dealing with suppliers Wastage Food display Food transportation	<b>CATERING DESIGN</b> Banqueting design Visual merchandising Food chromaticity Compositions			
	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)	ENGLISH CLASSES (TWICE A WEEK)			FINAL EXAM FOR B1
		VISIT TO ONE OF OUR PRODUCERS	VISIT TO FOOD MARKETS			
	FOH PRACTICE	RUN YOUR OWN SECTION HELP WITH INTERVIEWS AND HIRING PROCEDURES HELP WITH HOLIDAY REQUESTS CHECK THE PASS AND DEAL WITH THE KITCHEN QUALITY CONTROL CREATE A SPECIAL MENUS AND SET MENUS REACH BUDGET GOALS	DEAL WITH A CATERING REQUEST MAKE PROPOSALS FOR CATERING AND DEAL WITH QUANTITIES DEAL WITH VENUE AND LICENCES DEAL WITH SUPPLIERS ATTEND A CATERING AND MAKE THE SERVICE ORGANISE FOOD ACCORDINGLY			MANAGE THE RESTAURANT AND THE TEAM
BOH PRACTICE	DAILY BRIEFING WITH THE TEAM RUN THE PASS MENU DEVELOPMENT CREATE A DISH CREATE AND DEVELOP A SET MENU	DEAL WITH A CATERING REQUEST MAKE PROPOSALS FOR CATERING AND DEAL WITH QUANTITIES DEAL WITH VENUE AND LICENCES DEAL WITH SUPPLIERS ATTEND A CATERING AND MAKE THE SERVICE ORGANISE FOOD ACCORDINGLY	MANAGE YOUR KITCHEN AND THE TEAM	MANAGE YOUR KITCHEN AND THE TEAM	Restaurant Head Chef	
EXTRA COURSES						

WATCH

MORE

**MEET OUR TEACHERS**

WATCH

MORE

# Roberto Costa



Roberto Costa was born and raised in Genoa, at the heart of the Liguria region in northwest Italy, famed for being a culinary treasure trove of the peninsula. After being brought up in the family-run trattoria, he opened a number of successful restaurants around Italy before moving to London where he opened the now famed Macellaio RC in South Kensington in 2012, also awarded with three prawns by Gambero Rosso, who now counts 5 other locations in London (Exmouth Market, Union Street, Fitzrovia, Battersea and Soho) and one in Italy (Milan). Elected man of the year in 2017, Roberto Costa has soon become an important point of reference for many Italian people coming to the UK, also due to his presence as Director of the board of the Italian Chamber of Commerce and Industry in the UK since 2016. Thanks to his passion for food and his knowledge about hospitality, in 2017 he has been appointed Gourmet Ambassador and also awarded as the first Genoese Ambassador in the world. With the aim of sharing his knowledge acquired over the years with young people, to train and motivate them to work in the beautiful world of the hospitality industry, in 2018 Roberto found the RC Academy, one of his biggest projects related to education in the hospitality industry, with which he has already trained more than 200 students.

**foodism**

BEST MASTERCLASS IN LONDON



ITALIAN CHAMBER OF COMMERCE  
AND INDUSTRY FOR THE UK

London. Manchester & Edinburah



LoveItalianLife





## ALESSANDRO BELLUZZO

### Presidente della ICCIUK

---

Alessandro has been associated with Belluzzo & Partners since 2007. He is based in London, where he works as Founding Partner of Belluzzo International Partners and Trust&Wealth. He deals predominantly with tax advisory and wealth planning for individuals and family business. Before this, from 2001 to 2004, he gained experience in Italy and then in Switzerland, as a chartered accountant and tax advisor. Alessandro qualified as a Trust Estate Practitioner (“TEP”) in the United Kingdom in 2007. He is the current Deputy Chair of the STEP Special Interest Cross Border group. Alessandro is a Barrister registered with the Bar of England and Wales.

Alongside his professional activity, Alessandro has lectured at Bocconi University in Milan, acts as a mentor for university graduates, and is a frequent speaker at specialist conferences in England and abroad. He regularly contributes to articles on the themes of corporate restructuring, taxation and family business, and is author of the guide ‘Brexit – Istruzioni per L’Uso’, published by il Sole 24 Ore. Alessandro is the current President of the Italian Chamber of Commerce in the UK. In 2017, Alessandro was made a Knight of the Stella d’Italia, in recognition of his work in promoting dialogue between the Italian and British business communities.



ITALIAN CHAMBER OF COMMERCE  
AND INDUSTRY FOR THE UK

---

London, Manchester & Edinburgh

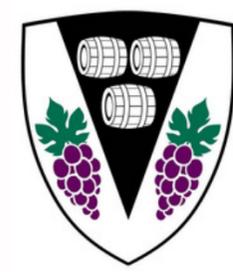


## MICHAEL PALIJ MW

### Professional Master of wine

---

Born in Toronto, Canada, Michael Palij is an adventurer, businessman, and one of only 380 Masters of Wine worldwide. Michael emigrated to the UK in 1989 and has worked in the wine trade ever since. In 1992 Michael was appointed buyer for a chain of independent shops and made his first visit to Italy the same year. He promptly fell in love with both the country and its wines and established the import agency, Winetraders, which continues to import Italian wines from more than a dozen regions; its success has prompted expansion into Spain, Germany, Portugal and the New World. He passed the Master of Wine examination in 1995 and is now a leading authority on the wines of Italy. In 1997 he founded the first Oxford's wine school called Winematters, an Approved Programme Provider (APP) accredited by the Wine and Spirit Education Trust (WSET) which also offer Masterclasses, Sales and Service courses for the Hospitality sector, and Corporate Events. Michael lectures around the world but is also an importer, consultant, writer and accomplished sailor and mountaineer.



THE INSTITUTE OF  
**MASTERS**  
*of* WINE



**WSET**  
APPROVED  
PROGRAMME PROVIDER

## VIRGILIO GENNARO

### Professional Wine expert

---

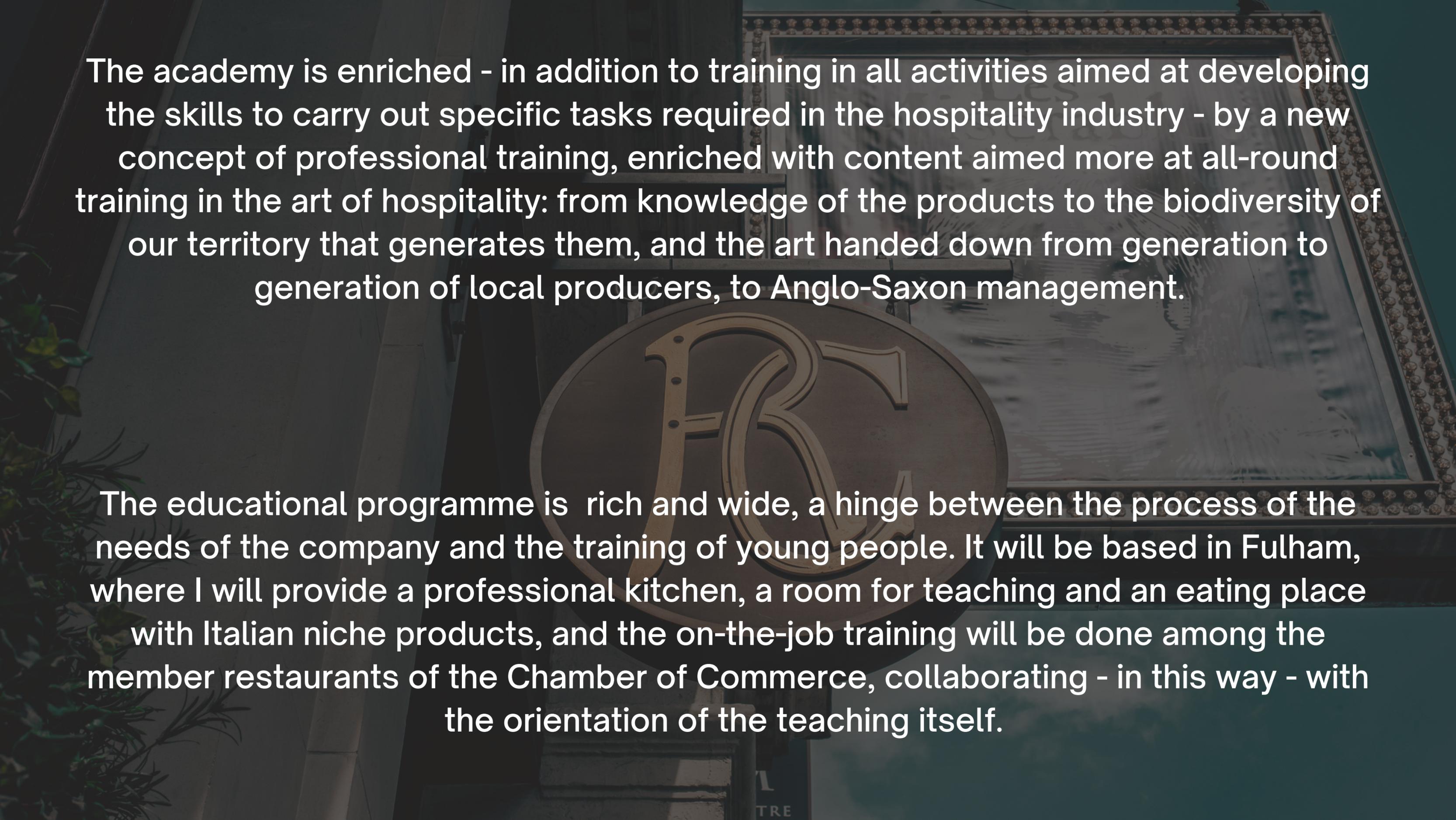
Virgilio is currently Wine Director at Giorgio Locatelli Consultancy and Business Development Manager at Berkmann Wine Cellars.

Virgilio coming from the sunny wine island of Sicily, and has had a very impressive rise in the world of wine, having, first of all, competed in and coming to a very respectful 3rd place in the 'Best European Sommelier' 2009. He started as a sommelier in Locanda Locatelli, quickly gaining specialised knowledge of fine Italian wines.

Virgilio is one of the UK sommelier association's skills specialists and, is a source of all things wine, also covering lessons in Italian wine, with his typically engaging and charismatic teaching style.



**WSET**  
WINE & SPIRIT  
EDUCATION TRUST



The academy is enriched - in addition to training in all activities aimed at developing the skills to carry out specific tasks required in the hospitality industry - by a new concept of professional training, enriched with content aimed more at all-round training in the art of hospitality: from knowledge of the products to the biodiversity of our territory that generates them, and the art handed down from generation to generation of local producers, to Anglo-Saxon management.

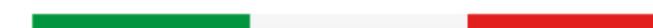
The educational programme is rich and wide, a hinge between the process of the needs of the company and the training of young people. It will be based in Fulham, where I will provide a professional kitchen, a room for teaching and an eating place with Italian niche products, and the on-the-job training will be done among the member restaurants of the Chamber of Commerce, collaborating - in this way - with the orientation of the teaching itself.

Sponsored by  
the Italian Chamber of Commerce & Industry in the UK, and the Consulate General of  
Italy in London, together with the patronage of the ministry of foreign affairs,  
our academy is now welcoming new candidates from all over the world to start this  
journey together.



ITALIAN CHAMBER OF COMMERCE  
AND INDUSTRY FOR THE UK

London, Manchester & Edinburgh



Consulate General of Italy  
London

**#VIVEREALLITALIANA**

Looking forward to working with you,

**Apply now!**

[www.matooro.com](http://www.matooro.com)