



Matteo Mantica

Global Sales Manager

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TODAY

WORK EXPERIENCE

GLOBAL SALES MANAGER at INTER MILAN FOOTBALL CLUB

January 2021 - Present

Defined, implemented and developed global sales strategy of the Club and go to market approach in order to hit and exceed Global Sales Department revenues forecast.

Responsible for securing global high-investment partnership for the Club (jersey positions) and media rights sales deals. Coordinate with and oversee Partnership Marketing Team in the creation of customized presentations and commercial proposals.

Prospecting new business opportunities, build rapport with C-level profiles, lead facing client meetings, present sponsorship packages and finalize contract negotiations.

Track record of successful sponsorship deals negotiated in first person < 7Mio

JAN'21

PARTNERSHIP SALES EXECUTIVE at INTER MILAN FOOTBALL CLUB

February 2019- January 2021

Working alongside Sales Manager and in charge of prospecting and open new corporate sponsorship opportunities. Follow entire negotiation process, working on and keep track of contacts and leads on CRM tools, coordinate with Support Team in preparing presentation, prepare commercial proposal and coordinate with other department (e.g. marketing, media, legal) in order to finalize agreement.

FEB '19

TICKETING OUTBOUND SALES OFFICER at INTER MILAN FOOTBALL CLUB

February 2018- February 2019

Work on fan support activities and outbound ticketing sales. In charge to mainly contact and close telephone sale with high-spending clients during season ticket campaign.

FEB '18

CO-OWNER at CENTRO STOMATOLOGICO CENISIO

July 2013- January 2018

Co-owner in family business company in the field of dental clinics. In charge of business development (social media, marketing campaigns) and relation with patients.

JUL '13

LANGUAGES



COMPETENCES

Positive and enthusiast, able to motivate myself and others. Always curious and open to learn, good attitude at problem solving, analytical approach and attention to details.

SOFT SKILLS

- Sport Marketing
- Communication
- Negotiation
- Presentation
- MS Office
- CRM tools (Salesforce)



EDUCATION

High School Diploma

Lanzhou Normal
Northwest University -
(Chinese Language
Course)