

Curriculum vitæ
JACOPO PIOLI

PERSONAL DETAILS

Date of birth: 08/08/1986

Place of birth: Roma (Italy)

Nationality: Italian

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OBJECTIVES AND AMBITIONS

I consider myself a sociable and open-minded man and I know that any working experience in China can help me to improve in these aspects as well as facilitate me to reach out to other formative targets. I always strive for things to be done the best way possible. My wife and I moved to China because of a mix of interests that has accompanied our relationship. My experiences as sales manager and teacher and chef, plus her experiences in Import-Export companies have influenced this choice.

So far, the experience lived in professional football being an intermediary to bring foreigner players here in China has been the life-changing one. To have brought to Chinese Super League a player like Romain Alessandrini among others, it has been a great business success and a personal pride.

It is more than 10 years since we moved to Qingdao and we are very happy to install here with our six kids.

PERSONAL INTERESTS AND HOBBIES

Sports in general, particularly soccer, really interest me. Big fan of A.S. Roma football team I always try to follow it on the Internet even though I live afar. I love music and playing my guitar gives me the opportunity to relax. When I have some spare time, I try to read as much as I can. Historical romances are the books that attract me the most. Cooking it is also something that allows me to try always something new.

LANGUAGES

Speak fluently ITALIAN, ENGLISH, SPANISH

Basic understanding of CHINESE

QUALIFICATIONS

December 2003

- Completed Year 12 – St. Mary's College, Broome – Australia.

1st semester 2004

- Gateway Course at the University of Notre Dame (Broome – Australia).

2006/2007

- Enrolled at the University of Notre Dame of Perth (Australia). Marketing course. Exams completed:

- Principles of Management and Organisation Behaviour
- Introduction to Screen Presentation
- Effective Business Presentation
- Introduction to Theology
- Marketing
- Ethics
- Introduction to Web Design
- Quantitative Methods for Business
- Business Communications
- Introduction to Philosophy
- Economics

2nd semester 2008

- Enrolled at the Tor Vergata University of Studies (Rome- Italy). Science of Communications course. After the exams given in Australia were recognized, I also went through the following:

- Journalism theories and technics (1st part).
- Journalism theories and technics (2nd part).
- Political Philosophy
- Religions History
- History of the Contemporary Political Thought.

PROFESSIONAL EXPERIENCES

August 2018/today – Qingdao (China)

Founder and GM of Qingdao Tabor Sports Management Co., Ltd.

Thanks to the previous experience as an academy coach, I had the possibilities to enter in contact with some professional football coaches in China. This gave me the idea to try to bring professional players to this country.

February 2018/July 2018 – Qingdao (China)

Coach at different levels of age for GFU (Great Football United), a football academy based in Qingdao.

July 2017/November 2017 – Qingdao/Huangdao (China)

Experience as Italian teacher at Huangdao Petroleum University.

March 2015/April 2017 – Qingdao (China)

Chef Position and General Manager at a Restaurant/Pizza Shop of a very good friend of mine. Cooking it has always been one of my hobbies and this opportunity given to me by the owner of “La Buena Pizza” in Qingdao, made me really happy in proving to myself that I could also be able to do something that I have always desired: run a restaurant.

September 2014/March 2015 – Qingdao (China)

New experience as English teacher in different after-school academies.

February 2014/May 2014 – Rome/Latina (Italy)

I work as a Sales Manager at Dream Water srl. Successful experience that has given me the possibility to discover the market of healthy drinking waters.

October 2012/November 2013 – Qingdao (China)

I teach English in 5 different realities around Qingdao to students from the age of 3 to the age of 10. Several hours per day.

November 2012 – Qingdao (China)

I sign a six months project contract with two different companies: Medipragma and Tirrena Distribuzioni. My job is to study the chinese market in the two different areas of the companies (pharmaceutical and hotel amenities import export) and to understand the opportunities that could arise with the opening of a business in China.

February 2012/ July 2012 - Rome (Italy)

Account Manager position at Orantes Pellegrinaggi Tour Operator. This experience it has been a complete turn-over from my previous job experiences. The discovery of the organization of a tour in a particular place like Israel it has been amazing. My position was to find groups and organizations ready to undertake such a beautiful experience.

March 2010/January 2012 – Rome (Italy)

Account position in the most important Italian company regarding Internet visibility services: Ad Maiora. This experience was the one that I was looking for since I started to study. What I like the most, to sell, became reality thanks to the time spent in Ad Maiora. This great company introduces me into a market made of great institutions, companies and realities.

November 2009/March 2010 – Rome (Italy)

Six months stage at FrozenForgs digital agency.

At this time of my life it has given me the possibility to experience for the first time a new way of business communication and on-line promotion: “sponsored conversations”.

December 2007/May 2009 – Rome (Italy)

Student Tutor. Along this period of time I work as tutor for primary, middle and secondary school students for the subjects of Italian grammar and literature, English, Mathematics, Geography and History. This is when I discover the love for teaching to kids.

May 2008 – Rome (Italy)
Bricklayer for a construction company.

September 2007/November 2007 Perth - (Australia)
Part-time position – cashier for an Ice Cream shop: Gelato Amico.
Part-time position as Italian teacher for Secondary School students.

January 2007/July 2007 - Perth (Australia)
Soccer coach for the Parramatta U15 squad.

September 2005/November 2005 – Broome (Australia)
Part-time position – cashier in a bakery: Brumby's.

June 2004/July 2004 – Broome (Australia)
Casual position as cleaner of the Cable Beach Primary School.