



# Tommaso Refini

Manager in the sports industry (10+ years experience)

FIGC licensed Sporting Director, Scout

## ● Player profile

Sports journalist licensed by the Italian Ordine dei Giornalisti (ID 144369), communication and sports marketing consultant during the first years of my career. Since 2013, I have been serving as a Country Manager, Business Development Manager, Key Account Manager for market-leading sports technology companies, such as Amisco - Prozone, STATS and Stats Perform - Opta, managing relations with federations, leagues, clubs and taking care of multiple Pro markets in Southern Europe and North America. Sporting Director, Scout licensed by the Italian football federation (ID 2785, ID 175976). Native Italian, fluent English and French, elementary Spanish.

## ● Career in the sports tech industry

2019 - present



Senior Business Dev. Manager - Southern Europe, North America

2015 - 2019



Business Development Manager - Italy

2013 - 2015



Football Business Development - Italy

> Main areas covered:

Scouting, match & data analysis, performance analysis & athlete monitoring

> Key responsibilities & projects:

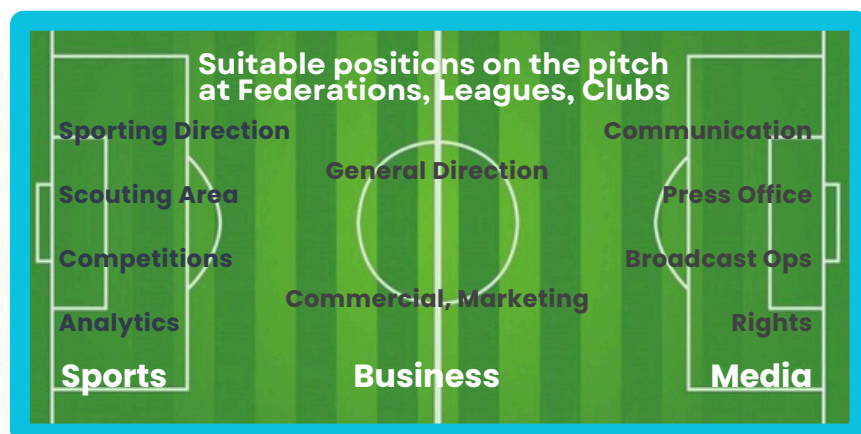
Pro market in Italy, Greece, Turkey, United States, Canada; Lega Serie A and Lega Serie B data projects; Serie A clubs data coverage in the UEFA club competitions; FIGC national teams data coverage in the UEFA and FIFA competitions

## ● Previous career

2001 - 2013

Freelance worker

Sports journalist, communication and sports marketing consultant



## ▲ About

Siena, July 20, 1979

## 📞 Contacts

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## 🎓 Education

Sporting Director licensed by FIGC

Scout licensed by FIGC

Degree in Sports Science,  
Management of the football sports  
industry

Journalist licensed by OdG

## 🧩 Skills

Motivation and Perseverance

Goal orientation

Problem solving

Time management

Attention to detail

Flexibility and Adaptability

Teamwork

Stress resistance

## 🏆 Business Awards

2023, 2021 | Stats Perform Awards

2019, 2015 | STATS Awards