

Nicola Maria Vitali

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Citizenship: Italian

DOB: 12-05-1992

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PROFILE

Multilingual Business Consultant with an MBA in Sports Management with a complete professional background in Marketing. Sponsorship, Sales, Finance, New Technologies and Stadium Projects.

Work experiences with Real Madrid, ACF Fiorentina, Under Armour, Universidad Europea de Madrid.

Expertise in the university sector both B2B and B2C.

Founder of The Step Over, a Sport Consultancy Firm based in Milan.

PROFESSIONAL EXPERIENCE



Founder & Managing Partner, The Step Over Italy, Sept. 2018 - present



International Admission & Enrollment Advisor, Madrid, Universidad Europea Jan 2017 – present



Marketing & Sales, ACF Fiorentina, Florence, 10 Months



Sales, Real Madrid CF, Madrid, 10 Months



Marketing, Under Armour, Madrid 8 Months

EDUCATION

BA Media, PR and Advertising, IULM Milan, Italy
Sep 2011 – Mar 2015

Erasmus Year Abroad,
Universidad Francisco de Vitoria Madrid, Spain
Jan 2013 – Jan 2014

MBA Sport Management,
Universidad Europea de Madrid, Spain
Oct 2015 – Jul 2016

LANGUAGES

English (C2)
Italian (C2)
Spanish (C2)
German (A1-A2)

SKILLS

IT & Design:
MS Office suite
iWork
Photoshop

Certifications:
Instituto Cervantes DELE
Professional English III (C1)

Sports:
Basketball player and coach
Karate
Football
Tennis

COURSES

- Blockchain Innovation Manager
- Google Analytics
- Python
- Customer Relationship Management (CRM)
- International Leadership and Organizational Behavior
- Sports Sponsorship
- Marketing Management
- Operations Management
- Finance for Business Growth
- Corporate Finance
- Contract Law
- Ethics and Law in Data Analytics
- Data Analysis
- Marketing Analytics
- Private Equity and Venture Capital
- How to Finance and Grow Your Startup – without VC
- Strategic Management
- Coaching: Goose Talent Institute
- Crypto Pro