



# Francesco Zanardini

SPORTS EXECUTIVE

## PERSONAL INFO



30 / 03 / 1987



Via Aria Libera 45  
25047 Darfo Boario (Bs)



+39 328 0013608



zanardinifrancesco@live.it



linkedin.com/in/francesco-  
zanardini-6a040b178



@zanardini.francesco



facebook.com/  
zanardini.francesco

## LANGUAGES

**Italian:** Mother tongue

**English:** B2

**Romanian:** C1

## SKILLS

- Wyscout
- Kama Sport
- Panini Digital
- K-Sport
- IOS operating system
- Imovie
- Microsoft Office package
- Python
- Mysql
- FIFA,UEFA,FIGC

## EDUCATION AND QUALIFICATIONS

### ***Administration, finance and marketing***

*Istituto Tecnico Economico "S.Agostino",  
Faibano di Camposano (Na), IT / 2013 - Jul 2018*  
Secondary school

### ***Uefa B***

*Centro Tecnico Federale "Luigi Ridolfi",  
Firenze, IT / Jul 2014 - Aug 2014*  
Qualification as UEFA B coach

### ***Match Analyst***

*Centro Tecnico Federale "Luigi Ridolfi",  
Firenze, IT*  
Qualification as Match Analyst

### ***Osservatore***

*Centro Tecnico Federale "Luigi Ridolfi",  
Firenze, IT*  
Qualification as Osservatore

### ***Professional Sports Director***

*Centro Tecnico Federale "Luigi Ridolfi",  
Firenze, IT / Sep 2019 - Dec 2019*  
Qualification as Professional Sports Director

**Chief Scout**

*U.S. Triestina Calcio 1918 Srl, Italian professional championship, Serie C girone A Trieste, IT / Jul 2022 - Ott 2023*

*Tasks:*

- *Vision and evaluation of our team's players on video and live*
- *Vision and evaluation of players from other teams on video and live*
- *Make technical-tactical reports on teams*
- *Make technical-tactical reports on players*
- *Make statistical analysis reports of teams and players*
- *Construction and development of a Database for the collection and analysis of data and reports on footballers and teams*

*Objectives:*

- *Know and analyze as many teams and players as possible and then report and advise the General Director on where and how to intervene on our team during the transfer phase*

*Results:*

- *All the players arriving in the market phase were seen, evaluated and analyzed, contributing to the team's achievement of the objective, closing the season in eighteenth position (39 points) and winning the play-out*
- *I have watched more than 200 matches (live and on video) of all Italian and foreign categories, updating the database with more than 500 players*

***Sports Director***

*Usd Breno Srl, Italian amateur championship, Serie D girone B  
Breno (Bs), IT / Jul 2021 - Jun 2022*

*Tasks:*

- *Management control reporting*
- *Budget controlling*
- *Research, decisions and choices on players to buy*
- *Making decisions on transfer strategies*
- *Negotiations with the players' agents*
- *Daily relationships with the coach, players and members of the club*

*Objectives:*

- *Build a competitive team to maintain the category, respecting the budget made available by the company*
- *Enhance the young people of the academy*

*Results:*

- *Respecting the available budget, we closed the championship in seventh position (58 points), largely achieving our goal*
- *During the season, 8 young players from the academy made their debut in the first team*

***Chief Scout***

*Usd Breno Srl, Italian amateur championship, Serie D girone B  
Breno (Bs), IT / Jul 2020 - Jun 2021*

*Tasks:*

- *Vision and evaluation of our team's players on video and live*
- *Vision and evaluation of players from other teams on video and live*
- *Make technical-tactical reports on teams*
- *Make technical-tactical reports on players*
- *Make statistical analysis reports of teams and players*
- *Construction and development of a Database for the collection and analysis of data and reports on footballers and teams*

*Objectives:*

- *Know and analyze as many teams and players as possible and then report and advise the General Director on where and how to intervene on our team during the transfer phase*

*Results:*

- *All the players arriving in the market phase were seen, evaluated and analyzed, contributing to the achievement of the team's objective, closing the season in eighth position (49 points)*
- *I have watched more than 100 matches (live and on video) of all Italian categories, updating the database with more than 300 players*

**Amateur footballer**

*A.S.D. Calcio Brusaporto, Italian amateur championship, Serie D girone B  
Brusaporto (Bg), IT / Jul 2019 - Aug 2020*

**Amateur footballer**

*U.S. Darfo Boario S.S.D., Italian amateur championship, Serie D girone B  
Darfo Boario (Bs), IT / Dec 2018 - Jun 2019*

**Amateur footballer**

*Unione Sportiva Ciserano, Italian amateur championship, Serie D girone B  
Ciserano (Bg), IT / Aug 2018 - Dec 2018*

**Amateur footballer**

*U.S. Darfo Boario S.S.D., Italian amateur championship, Serie D girone B  
Darfo Boario (Bs), IT / Jul 2015 - May 2018*

**Professional footballer**

*UTA Arad, Romanian professional championship, League 2  
Arad, Romania / Aug 2013 - Jun 2015*

**Professional footballer**

*FC Bihor Oradea, Romanian professional championship, League 2  
Oradea, Romania / Feb 2012 - Jul 2013*

**Professional footballer**

*A.C. Lumezzane, Italian professional championship, Serie C girone A  
Lumezzane (Bs), IT / Aug 2008 - Jul 2011*

**Professional footballer**

*A.C. Bellaria Igea Marina, Italian professional championship, Serie C  
Bellaria (Rn), IT / Aug 2007 - Jul 2008*

**Professional footballer**

*Brescia Calcio, Italian professional academy, Serie B / A  
Brescia, IT / 2001 - Aug 2007*

## PROFILE

---

After my career as a football player, I embarked on a new professional chapter oriented towards management and direction in the world of sport, particularly in football. Over the last three years, I have gained experience in the role of manager, with two years spent as sporting director in Serie D, followed by a year as scouting manager in the professional context, always achieving the set objectives and always developing new skills.

My transition from athlete to manager was driven by my passion for football and the desire to actively contribute to the growth and success of the teams. My brief experience as an amateur sports director provided me with essential skills in resource management, strategic planning and building competitive teams. In my most recent role as scouting manager, I honed my skills in identifying functional players, developing different analysis methods including from a statistical point of view and building a constantly updated database.

Currently, I am looking for a new and stimulating job opportunity that allows me to continue my professional growth path. I am open to taking on multi-purpose roles and am eager to make my skills available.

My dedication, combined with my short experience and enthusiasm, make me confident that I can offer significant value to successfully meet future challenges.

## ADDITIONAL INFORMATION

---

- Team spirit
- Good ability to adapt to multicultural environments, achieved thanks to 3 years of experience gained abroad
- Organizational ability, I adopt a simple and effective method of controlling the activity, I organize the work based on requests having excellent time management skills
- I try to get the best out of people, constantly stimulating them. Growing passion, transmitting trust. In difficult moments I try to give strong support to my collaborators
- Ability to observe, understand the context, have a general vision of problems, understand the environment, know one's limits and strengths, know how to make strategic choices, be a problem solver

## REFERENCES

---

### **Romairone Giancarlo**

*Sports Directors, General Manager (Fc. Pro Vercelli, Ac. Spezia, Carpi, Chievo Verona, Bari, Us. Triestina)*

### **Varini Massimo**

*Sports Directors, Chief Scout (Fc. Pro Vercelli, Biellese, Catania, Us. Triestina)*

### **Petrini Giancarlo**

*Chief Scout (Fc. Pro Vercelli, Ac. Spezia, Carpi, Chievo Verona, Us. Triestina)*

### **Broli Silvio**

*Academy Manager (Brescia Calcio, Ac. Milan)*

### **Foresta Andrea**

*General Manager (Usd Breno)*

## COURSES

---

### ***Planning and budgeting for sports clubs***

*Cambio di campo, Dec 2021 - Mar 2022*

Certificate issued by the training company "Cambio di campo" given the completion of the course and the study dedicated to training

### ***Legal aspects, taxation and protection of minors: best management of a sports club***

*Cambio di campo, Sep 2021 - Dec 2021*

Certificate issued by the training company "Cambio di campo" given the completion of the course and the study dedicated to training