



# 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 twelve 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. Sporting Director, Scout licensed by the italian football federation (ID 2785, ID 175976).

## Career in the sports tech industry

### 2019 – present



Senior Business Dev. Manager – Southern Europe, US & Canada

### 2015 – 2019

#### STATS

Business Development Manager – Italy

### 2013 – 2015



Football Business Development – Italy

#### > Main areas covered:

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

#### > Key responsibilities & projects:

Relationships with leagues, clubs and federations in countries like Italy, Greece, Turkey, United States & Canada; Lega Serie A & Lega Serie B data projects; Serie A clubs data coverage in the UEFA club competitions; FIGC national teams data coverage

## Previous career

### 2001 – 2013

#### Freelance worker

Sports journalist, communication and sports marketing consultant



## About

Siena, 20 luglio 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

English, French, Spanish speaking

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