

## Cesare Marchetti



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Notice Period: Immediately Available

Location: Location independent

### **Personal Profile**

I am a capable, successful, motivated individual who has a proven track record of good, honest results within the financial services, business and sales industries. I am incredibly driven whilst doing things the right way and working smart, which allows me to manage my time well, take on extra responsibility and achieve my objectives.

With my strong ability to generate ideas and solutions, those around me have faith in my ability and knowledge and I can be depended on to go that extra mile. I have the ability to work under pressure, while still achieving and surpassing my targets on a daily basis. I am a conscientious employee, who always strives to improve both processes and individual performance. I am also a fully licensed FIFA football agent and have successfully negotiated multi-million € football player transfers.

### **Employment History**

#### **FIFA Licensed Football Agent & Football Consultant – Self Employed – July 2016 to Present Day**

- Negotiating employment contracts on behalf of professional football players.
- Brokering transfers of footballers on behalf of football clubs.
- Networking and business development.
- Organising football training camps.
- Planning and conducting meetings.
- Marketing football players and football clubs.
- Working on Mergers and Acquisitions (M&A)
- Providing Sports Advisory services to both football clubs and investors.
- Engaging with investors.
- Problem solving.

- Day to day running of the business.
- Negotiating sponsorship deals.
- Running advertising campaigns.
- Bookkeeping
- Marketing (Social media)
- Delegating tasks

#### **Recruitment Consultant April 2015 – July 2016 (Business Support, Legal, A&F)**

- Developing new business and growing business relationships.
- Planning and conducting client meetings.
- Negotiating both business contracts and candidate employment contracts.
- Interviewing potential candidates for various roles.
- Screening and short-listing CVs.
- Generating fresh business via cold calling and targeted marketing.
- Working to and surpassing both sales & kpi targets.
- Advertising vacancies and controlling the interview process.
- Headhunting candidates.
- Networking.

#### **Citi Bank – Pensions and Investments Administrator November 2012 – April 2015**

- Processing Pension, ISA & Investment transfers.
- Paying high attention to detail.
- Adhering to HMRC regulations such as Anti Money Laundering.
- Committing to overtime to ensure all deadlines are met.
- Ensuring I am available to offer my colleagues any needed support.
- Looking at processes to streamline/improve them.
- Ensuring all records are kept accurate and up to date.
- Writing letters to clients/Financial Advisers.
- Generating reports & Problem solving.
- Completing regulatory and compliance training.