

# PEDRO MARTINS

## Management in Football

+55 16981262078 @ pedro.mgs@hotmail.com <https://www.linkedin.com/in/pgsmartins/>  
Brazil



## SUMMARY

Pedro Martins has a degree in Business Administration and a Football Industries MBA from the University of Liverpool (UK). In recent years he has been Vice President of Competitions at the São Paulo Football Federation and has actively contributed to the development of football projects at Ferroviária de Araraquara, Club Athletico Paranaense, Cruzeiro Esporte Clube - SAF and Botafogo - SAF. He also has professional experience at clubs such as Olé Brasil, Queen Park Rangers (UK), Vasco da Gama SAF and Santos Futebol Clube.

## EXPERIENCE

### CEO & Sporting Director

#### Santos Futebol Clube

12/2024 - 06/2025 Santos, Brazil

Brazilian Football Club

- Contribute to the club's planning following their return to the Brazilian Serie A.

### Sporting Director

#### Botafogo SAF

07/2024 - 12/2024 Rio de Janeiro, Brazil

Brazilian Football Club

- Take an active role in developing the sporting strategy with the aim of winning the Brazilian Serie A and Copa Libertadores titles in 2024.

### Sporting Director

#### Vasco da Gama SAF

05/2024 - 07/2024 Rio de Janeiro, Brazil

Brazilian Football Club

- Participate in the transition when the organisation changes ownership.

### Sporting Director

#### Cruzeiro SAF

01/2022 - 05/2024 Belo Horizonte

Brazilian Football Club

- Being one of the main leaders in the entire reorganisation of the club's sports project (first team, academy and women's department), achieving promotion back to Serie A and fully modernising the club's operations.

### Vice President of Competitions

#### Federação Paulista de Futebol

02/2021 - 01/2022 São Paulo, Brazil

Football Federation

- Take on a leading role in the integration and modernisation of the São Paulo state competition department's core management functions.

## LANGUAGES

### Portuguese

Proficient



### English

Proficient



### Spanish

Advanced



## PUBLICATIONS

### Entrevista Coletiva de 100 dias - Santos Futebol Clube

#### Publishing Company / Journal

Santos TV

Date period

<https://www.youtube.com/watch?v=C7MWqqMum0I>

Publication Description

### Entrevista com Pedro Martins, CEO do Santos

#### Publishing Company / Journal

CNN

Date period

[https://www.youtube.com/watch?v=\\_6IPpOARuw0&t=255s](https://www.youtube.com/watch?v=_6IPpOARuw0&t=255s)

Publication Description

### Entrevista com Pedro Martins

#### Publishing Company / Journal

Charla Podcast

Date period

<https://www.youtube.com/watch?v=caCkztEvPMs>

Publication Description

### Footure EXE - Pedro Martins

#### Publishing Company / Journal

Footure

Date period

<https://www.youtube.com/watch?v=mouuEUVv-ol>

Publication Description

### Sportscenter

#### Publishing Company / Journal

ESPN Brasil

Date period

<https://www.youtube.com/watch?v=J6FS5mneyOM&t=650s>

Publication Description

## EXPERIENCE

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### CEO & Sporting Director

#### Ferroviária Futebol S/A

01/2020 - 01/2021 Araraquara, Brazil

Brazilian Football Club

- Take the lead in reorganising the club following a change of ownership.

### Vice President of Competitions

#### Federação Paulista de Futebol

09/2018 - 12/2019 São Paulo, Brazil

Football Federation

- Take on a leading role in the integration and modernisation of the São Paulo state competition department's core management functions.

### CEO & Sporting Director

#### Ferroviária Futebol S/A

03/2017 - 09/2018 Araraquara

Brazilian Football Club

- Being one of the leaders of the entire modernisation of the club's sports project (first team, academy and women's department) achieved promotion to Paulistão Série A (through Série A2 title) and, after successfully winning the 2017 Copa Paulista, the club returned to the National Championship - Série D.

### Head of Performance and Scouting

#### Club Athletico Paranaense

01/2013 - 03/2017 Curitiba, Brazil

Brazilian Football Club

- Take on a leadership role in the club's new strategic sports planning, playing an active part in developing the operating logic for performance and health, scouting and analysis, academy management, and strategic partnerships.

## EDUCATION

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### MBA, Football Industries

#### University of Liverpool

01/2011 - 01/2012

### BS, Business Administration

#### UniSEB COC

01/2005 - 01/2009

## PUBLICATIONS

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### Entrevista com Pedro Martins

#### Publishing Company / Journal

Globo Esporte

Date period

<https://ge.globo.com/video/entrevista-com-pedro-martins-diretor-de-futebol-do-cruzeiro-10903569.shtml>

Publication Description

### Coletiva | Balanço sobre a Janela de Transferências

#### Publishing Company / Journal

Cruzeiro Esporte Clube

Date period

<https://www.youtube.com/watch?v=dmWu7-OLFa0>

Publication Description

### Especial sobre SAF's

#### Publishing Company / Journal

Camisa 21 - NWB

Date period

<https://www.youtube.com/watch?v=wStmrNQmC3U>

Publication Description

## AWARDS

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 **Campeonato Brasileiro 2024 (Série A) - Champion**

 **Copa Libertadores 2024 - Champion**

 **Campeonato Brasileiro 2022 (Série B) - Champion**

 **Copa Paulista 2017 - Champion**

 **Campeonato Paulista 2015 (Série A2) - Champion**