



Luca Ferrari

VIDEO SCOUT / SCOUT FIGC
ITALY

Details

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DATE / PLACE OF BIRTH
21/01/1997
Milan

NATIONALITY
Italian

DRIVING LICENSE
B

Skills

scouting capacity	<div style="width: 80%;"></div>
analysis capacity	<div style="width: 80%;"></div>
IT literate	<div style="width: 80%;"></div>
Intuition	<div style="width: 80%;"></div>
existing network	<div style="width: 80%;"></div>
communication skills	<div style="width: 80%;"></div>
use to work independently in a remotely based role	<div style="width: 80%;"></div>
Stress tolerance	<div style="width: 80%;"></div>
Flexible	<div style="width: 80%;"></div>
attention to details	<div style="width: 80%;"></div>
international culture	<div style="width: 80%;"></div>
strong and charismatic	<div style="width: 80%;"></div>
work ethic	<div style="width: 80%;"></div>

Profile

Passionate about football since childhood, I started playing as a goalkeeper at the age of six years in the Inter Society of Milan and then move to the ProSesto of Sesto San Giovanni who played in the Serie C.

At 16 I left the career of goalkeeper to start the referee activity at the AIA section of Milan with excellent results.

But my passion has always been to observe and evaluate the matches and in particular the players participating in the youth and senior leagues.

I obtained in late August 2020 the federal qualification in Coverciano Italy, as professional observer F.I.G.C (cod. 167128) with an excellent score.

I specialized by attending the master's degree in Video Football Scouting, with a certificate as a Senior Video Talent Scout (5 levels). Specialized course for Video goalkeepers scouting. Today data, statistics, videos are necessary tools to discover new talent.

I consider myself a great expert in football, its rules and its techniques, but above all I have a far-sighted eye. I look after the players, determining their potential. While watching a player play, I write a detailed report detailing all my considerations, a sort of transcript of the visual analysis I could do during the game. And once you understand the player's sporting value, it's time to act!

Thanks to my intuition, which is not enough to properly evaluate a player, I evaluate his potential with these parameters: physicality, behavioral aspects, technique in a specific role or ability to adapt to different roles, if equipped with game times and finally intuition because a player who promises well has the right insights in every situation and at the right time. Finally, I evaluate the behaviors regarding the functional game changes, the reading of the spaces and the filtering steps.

Now I collaborate with Andrea Ritorni (Juventus ,Siena, Spezia, Livorno) Head of scouting for Vigo Global Sport managed by Claudio Vigorelli, that is the agent of Nicolò Zaniolo and Wilfried Gnonto. I'm looking for the best talents in the under 16-17-18 Italian championship for the agency.

Training on professional use of the Wyscout platform.

My mother is English and due of the work needs of my family I lived some years abroad.

I'm flexible, with a fast, intuitive and highly self- motivated way of thinking. Used to work independently in a remotely based role. Stress tolerance. Good communication skills.

Employment History

Freelance Talent Scout Vigo Global Sport

I Collaborate with Andrea Ritorni Head of Scouting for Vigo Global Sport managed by Agent Claudio Vigorelli.

I'm looking for the best talents in the under 16-17-18 Italian championship for the agency.

Languages

Italian

English

Spanish

Junior Sales Account Manager at Michelin Italy, Milan

Michelin Italia, a leading company in the production of tyres, headquartered in Milan.

Reporting to the Sales Director

Monitor and conduct market analysis in order to identify business opportunities;

Participate in the generation of strategic leads and the development of target markets;

Sell the Group's products and services ensuring the achievement of the assigned turnover targets;

Promote and follow the launch of new products and services in the reference territory.

Customer call management (order status, product availability, deliveries, returns)

Stock availability check

Data/information collection and business report processing

Processing of commercial forms

Preparation of quotations and offers

Lifestyle Sales Account Motorrad at Bmw Italy, MILANO

2020 – 2021

BMW Motorrad Italia, the world's leading premium manufacturer of automobiles and motorcycles, headquartered in Milan.

Reporting to the Sales Director

Develop sales by visiting existing customers

Establishing new business opportunities through market & competition analysis

Manage and interpret customer requirements

Organizing sales visits

Persuade clients that a product or a solution will best satisfy their needs

Aiming to achieve monthly, quarterly and annual targets

Provide pre-sales technical assistance

Prepare offers

Post-sales support

Coordinate between Sales and Logistic

Customer Data base & CRM management

Customer satisfaction analysis & problem solving

Education

University , Marangoni Institute , Milano

High school degree , Liceo Scientifico , Milano

School education : Commercial Business Course in the Marangoni Institute, after graduating from high school.

Courses

**Federal qualification as football professional observer FIGC (code 167128)
FIGC Coverciano, Italy**

Wyscout platform , FIGC Coverciano, Italy

**Specialized course for video goalkeepers scouting, Football Workshop
Reggio Emilia, Italy**

Video Football Scouting course, Football Workshop Reggio Emilia, Italy