



Tommaso Refini

Manager in the sports industry (10+ years experience)
FIGC licensed Sporting Director, Scout

Profile

Sports journalist licensed by the Italian Ordine dei Giornalisti (ID 144369), communication and sports marketing consultant during the first 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, managing relations with federations, leagues, clubs and running multiple Pro markets in Southern Europe and North America. In addition to a degree in Sports Science, Management of the sports football industry, I hold a Sporting Director diploma (ID 2785) and a Scout diploma (ID 175976) both from the Italian football federation. Member of ADiSe, the Italian sporting directors association (ID 3705). Native Italian, fluent English and French, elementary Spanish.

Career in the sports tech industry

2019 – present



Senior Business Dev. Manager – Southern Europe, North America

2015 – 2019



Business Development Manager – Italy

2013 – 2015



Football Business Development – Italy

> Main areas covered:

League-wide projects, scouting, match analysis, athlete monitoring

> Key responsibilities & projects:

Pro markets including Italy, Greece, Turkey, United States, Canada with proven YoY growth; Lega Serie A and Lega Serie B data projects; Serie A clubs data coverage in the UEFA club competitions; FIGC national teams data coverage in the UEFA and FIFA competitions

Previous career

2001 – 2013

Sports journalist, communication and sports marketing consultant



About

Siena, July 20, 1979

Contacts

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Education

Sporting Director licensed by FIGC

Scout licensed by FIGC

Degree in Sports Science,
Management of the sports football
industry

Journalist licensed by OdG

Skills

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