




RAFFAELE MESSINA

FOOTBALL MANAGER

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SKILLS

- Leadership
- Planning
- Problem-Solving
- Project Management
- Development
- Strong Communication
- Performance

EDUCATION

BACHELOR'S DEGREE

Sports Science from University of Naples "Parthenope", Italy - 2009

MASTER'S DEGREE

Sports and Technical Sciences with a Specialization in Sports Training Methodology from the University of Rome "Foro Italico", Italy - 2012.

PUBLICATIONS AND BOOKS

The Role of the Technical Director in Brazilian Football – A Practical Guide for Professional Management- 2025

Evaluation of a shuttle running test in young soccer players - 2012

Analysis of linear sprints performed with a different arrival task in young soccer players - 2012

LANGUAGE

Italiano -Native

Portugues - Fluente

English - Intermediary

I am a football management professional with a strong background in both strategic planning and operational execution. My experience spans from youth academy development to first-team management, with a consistent focus on optimizing human and financial resources to ensure the sustainable growth of sports organizations.

I am the author of "The Role of the Technical Director in Brazilian Football – A Practical Guide for Professional Management", a book that shares insights on football planning, structural development, and long-term club sustainability.

I am currently open to new challenges and connections, eager to contribute to the growth of football through club leadership, talent development, or strategic consulting.

EXPERIENCE

CLUB MANAGEMENT CONSULTANT

F.C.D. COLOGNO - ITALY | 09/2022 - 01/2025

- Collaborated with the executive team to implement strategic improvements in club management.
- Focusing on processes, funding initiatives, and support to the technical staff.
- Coordinated development programs in partnership with AC Milan Academy, enhancing youth training structure and club visibility.

HEAD OF FOOTBALL

FIGUEIRENSE F.C. - BRAZIL | 02/2020 - 12/2021

- Collaborated with the executive team to implement strategic improvements in club management.
- Focusing on processes, funding initiatives, and support to the technical staff.
- Coordinated development programs in partnership with AC Milan Academy, enhancing youth training structure and club visibility.

ACADEMY DIRECTOR

CLUBE ATLETICO TUBARÃO - BRAZIL | 01/2016 - 01/2020

- Led the strategic development of the youth academy, implementing structured programs for talent identification, technical training, and player progression across all age categories.
- Oversaw the integration of academy operations with the club's sporting philosophy and first-team objectives, ensuring long-term alignment and sustainability.
- Achieved key results including the U17 State Championship title (2018), U20 State Championship runner-up (2018), and U17 runner-up (2019).
- Managed national tournament participation such as the Copa do Brasil U17 and U20, and the Copa São Paulo de Futebol Júnior (2018 and 2019).
- Supervised multidisciplinary staff, optimized internal processes, and elevated the club's reputation in youth football development at regional and national levels.

COURSES AND CERTIFICATIONS

Coaching Licence UEFA B

F.I.G.C. , Italy - 2012

Football Management

CBF ACADEMY , Brazil - 2022

TOP PLAYERS RIVEALED

CURRENT MARKET VALUE
(SOURCE TRANSFERMARKT)

25.000.000€



WESLEY FRANÇA

Right Back – Born in 2003

Club: Flamengo

Acquired from Tubarão on a free transfer and later traded for 80,000 R\$

3.000.000€



ITALO

Defender – Born in 2002

Club: Ural

Promoted from Figueirense's youth academy to the first team and transferred for 900,000 R\$

300.000€



ZÈ VITOR

Center Forward – Born in 1998

Club: Vasco da Gama

Acquired from Tubarão on a free transfer and later traded for 100,000 R\$.

200.000€



LUIS EDUARDO GASPAR

Second Striker – Born in 2002

Club: Avaí

Acquired from Tubarão on a free transfer and later traded for 200,000 R\$

400.000€



MARCOS VINICIUS

Right Back – Born in 1997

Club: Avaí

Acquired from Tubarão on a free transfer and later traded for 200,000 R\$

100.000€



EDINHO

Midfielder – Born in 2001

Club: Fluminense

Acquired from Tubarão on a free transfer and later traded for 60,000 R\$

300.000€



EDUARDO TANQUE

Center Forward – Born in 2002

Club: Corinthians

Acquired from Tubarão on a free transfer and later traded for 500,000 R\$

300.000€



KELVYN

Left Back – Born in 1999

Club: Ceará

Acquired from Tubarão on a free transfer and later traded for 300,000 R\$