

MASSIMO MORALES

Born: Caserta (Italy) 20.04.1964

Nationality: Italian/German

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Education

1977-1982: **BSC Business Management** - ITC Caserta - Italy

1982-1984: **University for languages** "Orientale" - Napoli, Italy

1989-91: **University of Sport** - Cassino, Italy

1989-90 **Goethe Institut** - Napoli (german language)

1990: **University of Perugia**: master in media & communication

Languages

Italian (mother language)

English Fluent

German Fluent

French Fluent

Spanish Fluent

Dutch Intermediate

Coaching Licenses & Certificates

1991: **DFB B-Lizenz** (Sportschule Grünwald, München, Germany)

1995: **DFB A-Lizenz** (Sporthochschule Leipzig, Germany).

2000: **PRO UEFA License** (Centro FIGC Coverciano, Italy)

2013: **Certified Mental Trainer** (Robert Neff Mental Training Inc.)

2019: **Fussballmanager**: IST - Studieninstitut, Düsseldorf

2021: **Direttore Sportivo FIGC** (Coverciano, Italy)

As Player

Youth player at several local hometown clubs.

As amateur at **Hammarby Stockholm** (Sweden), **FC Roubaix** (France), **Naestved IF** (Danmark).

Coaching/Scouting

1991-92: **ESV München** - Coach U.18

1992-93: **FC BAYERN München** - Coach U. 16

1993-94: **FC BAYERN München** - Coach U.17

1994-95: **FC BAYERN München** - Assistant Coach

1995-96: **KING FAISAL Kumasi** - Ghana First League Head Coach

1996-97: **AC MILAN** - International Scouting, Match Analyst

1997-98: **AC MILAN** - International Scouting

1998-99: **GHANA National teams** - Assistant Coach

1999-00: **De GRAAFSCHAP** - Dutch Eredivisie, Assistant/HeadCoach

2000-01: **FC POTENZA**, Italian 4th League, Head Coach

2001-02: **RONDINELLA Firenze**, Italian 4th League, Head Coach

2002-03: **FC VARESE**, 3rd Italian League, Head Coach

2003-04: **FORTUNA Düsseldorf**, German Oberliga, Head coach

2004-05: **FORTUNA Düsseldorf**, German 3rd League, Head coach

2005-06: **WALDHOF Mannheim**, German Oberliga, Head coach

2006-07: **SSC NAPOLI** - International Scouting

2007-08: **1.FK PRIBRAM** - 2nd Czech league, Head Coach

2008-09: **1.FK PRIBRAM** - 1st Czech league, Head Coach

2009-10: **HONVED Budapest** - 1st Hungarian League, Head Coach

2010-11: **HONVED Budapest** - 1st Hungarian League, Head Coach

2012-13: **STUTTGARTER KICKERS** - 3rd Bundesliga, Head Coach

2013-14: **STUTTGARTER KICKERS** - 3rd Bundesliga, Head Coach

2015-17: **FC WATFORD** - International Scouting

2019: **DAYTONA SC** - USL2 (USA), Head Coach.

2020-22: **FIGC** (Teaching, Scouting)

Achievements

1999: **GHANA** Gold Medal - Africa CUP U.20.

2004: **FORTUNA DÜSSELDORF** - Promotion to 3rd division.
Final League Cup, qualification DFB Pokal - German Cup.

2008: **FK PRIBRAM** - Promotion to 1st division;

2009: **FK PRIBRAM** - saving team from relegation. First time in club history

2010: **HONVED BUDAPEST** - saving team from relegation (starting position 16th, final position 9th).

2013: **STUTTGARTER KICKERS** - saving team from relegation (12 points in the last 6 games).

Learning from...

Hosted by some major european coaches at their clubs

1992: **AFC AJAX** - youth, coach Co Andriaanse

1994: **FC BARCELONA** - coach Johan Crujff

1996: **BORUSSIA DORTMUND** - coach Ottmar Hitzfeld.

1997: **AFC AJAX** - coach Louis Van Gaal

2002: **FC CHELSEA** - coach Claudio Ranieri

2005: **FC LIVERPOOL** - coach Rafa Benitez

2011: **EIRE national team**, coach Giovanni Trapattoni

2012: **FC CHELSEA** - coach Carlo Ancelotti

2012: **MANCHESTER CITY** - coach Roberto Mancini

2016: **RB Leipzig** - coach Ralf Rangnick

About myself

Excellent transversal management and relationship skills with proven track-record. Excellent organization skills

Energetic and self-motivating, eclectic and problem-solver. Proven ability to convince, motivate, communicate with the team, staff, media and club

Past success in general football management, from scouting to identifying tactical, physical, technical and psychological strategies to boost teams possibility of success.

Past success in scouting, to discover talents, see their potential. Capacity to recruit players.

Specialized in improving athletic performance through psycho-physical training.

Capacity to positively motivate players in a decisive game in progress through effective tactical mechanisms and mental support

Ability to maximally improve the quality of individual players for collective (for clubs who wish to value their teams technical heritage)

Ability to develop training methods using influence of three major football philosophy, the Italian, the German and the Dutch.