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# JAVIER WAINER

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## PROFILE

I was born on June 7, 1996, in Rosario, Argentina. I played football in the youth teams of Rosario Central until I entered the National University of Rosario. I was raised in a very football-oriented family where both my older brother (Martín Wainer, coach) and my father (Gabriel Wainer, sporting director) taught me to analyze the football from a very young age. At the age of 14 I made my first scouting reports and from then on I began to research, learn and develop the applications of sports management in South America and the rest of the world.

## EXPERIENCE

### SCOUT, MOBILE SCOUTING OFFICE; ROSARIO, ARGENTINA – 2011-2015

Directed by my father, together with my brother, we follow all South American football, including the coverage of youth tournaments and making the relevant reports. Based in Rosario, we worked for clubs such as Udinese, Watford, Independiente del Valle, among others. We were also hired by Adidas, where I learned to study players from their social networks.

### REGIONAL SCOUT, BAYER LEVERKUSEN; ROSARIO, ARGENTINA – 2016-2019

This year we were hired to do all the South American football scouting for Bayer Leverkusen based in our office in Argentina. The most enriching experience was living 3 months in Leverkusen and working in the scouting office of the club having daily contact with the sporting director, Jonas Boldt. Our work during that time was based on traveling around Germany watching Bundesliga, 2. Bundesliga and 3. Bundesliga matches, as well as covering U-20 tournaments. There I learned the importance of organizing information when it comes to professional scouting and how important is the personality and the ability to adapt that a player has to have to get to a certain club.

### ASSISTANT COACH, A.D.I.U.R; ROSARIO, ARGENTINA – 2017

Throughout 2018, I was part of the coaching staff of the first team of ADIUR, a club known for being one of the best academies in Rosario. Our team competed in the fourth division of Argentine soccer and my tasks were: collective and individual analysis of rivals, collective and individual analysis of my own, personalized individual video analysis and field tasks on a daily basis.

## CHIEF SCOUT, RACING CLUB; BUENOS AIRES, ARGENTINA – 2018-2021

Based on the work methodology learned in Germany and with Diego Milito as sporting director, we set up the Scouting Office of Racing Club. My main task was to be the link between the scouts and the sporting director. Coordinating the scouting tasks, organizing the information and deciding which names the sporting director was going to handle. Among the different types of work we did: coverage of youth tournaments in Argentina and South America, scouting of the most important leagues in South America, analysis and selection of coaches, scouting of youth players, scouting of players on loan, scouting of our own players, scouting of South Americans abroad and personalized video analysis for youth players.

In addition, I have done several jobs directly presented at the "small table" together with my boss, the head coach and the president of the club.

In the two and a half years of work, Racing qualified for two Copa Libertadores, won two titles and generated, between income and expenses, an approximate capital gain of US\$ 14 million.

## SENIOR SCOUT, AS ROMA; ROME, ITALY – 2021-NOW

At this stage at AS Roma, my main task is to be responsible for the South American market. Among my most important functions, I am in charge of devising and carrying out the scouting strategy for the entire region and initiating negotiations and first contacts with agents and clubs.

Also, as a secondary task, to collaborate with my colleagues helping them in the scouting for the rest of the world. After a year and a half where I lived three months in South America and three in Europe, in a new working model that has only been done in this club; I moved to Rome, where I follow South America by video and I am more present for the European market.

These years of work at AS Roma have allowed me to forge relationships with people from all over the world. I have made contacts in Asian soccer, as well as in Europe's minor and major leagues.

My previous experience, coupled with the budget and the trust that Roma gave me to open up to the world, has made me learn a lot of what I needed to know about how to run and manage the football of an elite club.

From a scouting point of view, the work has been seriously complicated by the club's problems with FFP. In terms of results, we were Conference League champions in the first year and Europa League runners-up in the second year, which was important as the club had previously reached two finals and had had its only European cup title in the 1960s.

## EDUCATION

COLEGIO DEL SOL, ROSARIO, ARGENTINA – HIGH SCHOOL, 2013

UNIVERSIDAD NACIONAL DE ROSARIO, ROSARIO, ARGENTINA – BACHELOR'S  
DEGREE IN SOCIAL COMMUNICATION

Completed the 5 years of studies and without any pending subject, in the process of writing the thesis to obtain the academic degree.

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I have also given extensive presentations (always 3 hours or more) as a teacher in the most prestigious universities in Argentina, with the aim of generating more people capable of developing job positions in sports management, a field that is just beginning in my country.

Executive Program in Sports Management - Universidad de Palermo (2021 and 2023)

Course in Sports Management - Universidad Austral (2023)

Specialization in Sports Law, School of Law - Universidad Nacional de Rosario (2024).

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Completed Italian Federation sports director's course, awaiting the exam.

## LANGUAGES

Spanish, English and Italian

## ABSTRACT

In these years of my career I have been able to go through various stages of the scouting process in very different places. I have learned to detect opportunities, to know how to approach each case according to each club and, above all, to be able to interpret the different contexts.

I feel that year by year I am gaining experience in how to deal with people in football, beyond their role and importance. Having to draw up strategies together with Diego Milito or Tiago Pinto, or even having to discuss with De Rossi or Mourinho. I already feel very comfortable in the football environment and I have learned to manage the sensitivity and manage frustrations when cases call for it.

I believe I am at the right moment to take the right step in my own career plan. I think it is an ideal time to place myself in a new place of experiences that will help me grow. I have a lot to give from the organization of a global scouting office and also internally, giving the club's talent development a conceptual and practical link to first team scouting.

I am a very available, open-minded and above all curious person: I believe that the fundamental basis of this work is not to prejudge and always to take five extra minutes. For everything. To watch a match, to analyze a player, to write a report, to talk to a colleague and listen to his opinion or to listen to the boss and interpret requests. I firmly believe that a curious scout is an intelligent scout. Ignorance and prejudice are much quicker than intelligence. Since nothing catches their attention, nothing stops them. And they always get to everything first, especially to the conclusions. In these times of immediacy, a scout's job is not to get there fast: it is to get there better.

## ARCHIVAL MATERIAL

<https://www.nytimes.com/es/2019/01/30/espanol/racing-argentina-diego-milito.html>

<https://www.lanacion.com.ar/deportes/futbol/racing-melgarejo-nid2432395/>

[https://www.clarin.com/deportes/-puesto-clave-modafunciona-adentro-secretaria-%20tecnica-futbol-argentino\\_0\\_Vf6mticNm.html](https://www.clarin.com/deportes/-puesto-clave-modafunciona-adentro-secretaria-%20tecnica-futbol-argentino_0_Vf6mticNm.html)

<https://www.independent.co.uk/sport/football/international/diego-milito-racing-club-argentina-football-copa-libertadores-south-america-feature-a8748451.html>

## REFERENCES

Jonas Boldt, ex-Sporting Director of Bayer Leverkusen: +49 1515 8040060

Diego Milito, ex-Sporting Director of Racing Club: +54 9 11 52284947

Tiago Pinto, ex-Sporting Director of AS Roma: +351 964682226