



MANUEL BELEIU

FIRST TEAM SCOUT FC
UNIVERSITATEA CLUJ

PROFILE

Proactive Football Scout with a talent for utilizing both objective and subjective observation data to identify top players. Expert in crafting detailed player reports, providing insightful feedback, and enhancing the player evaluation process. Proficient with Wyscout, Opta Analyst, and adept at handling ad-hoc tasks with efficiency.

CONTACT

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Cluj Napoca, Romania

ACTIVITIES AND INTERESTS

Chess, Art & Movies, Yoga, Travel

EXPERIENCE

FIRST TEAM SCOUT FC UNIVERSITATEA CLUJ

SEPTEMBER 2023 -PRESENT

In this position I brought the digitalization and AI driven player scouting for Universitatea Cluj in order to diminish the risk of failed transfers since team had 108 players transferred, released or sold in the last 2 years leading to low performances and failing to regain the know identity of the club.

With a robust background in digital transformation, I have successfully implemented AI-driven such as Tableau, Python or Macros for scouting methodologies to minimize transfer risks and improve team performance. My strategic approach and in-depth understanding of football dynamics have enabled me to maintain up-to-date records, identify and recommend potential recruits, and gather crucial information on players and clubs.

I excel in developing and maintaining extensive contact networks, liaising with agents, and ensuring adherence to scouting protocols. My collaborative efforts with the scouting team and regular engagement in meetings have streamlined operations and enhanced communication. Passionate about continuous improvement, I am committed to bringing innovative solutions and strategic insights to any scouting team.

In order to success, I covered the following activities:

- **Digital Transformation:** Spearheaded the digitalization and AI-driven player scouting initiatives on clear metrics defined per position, significantly reducing the risk of failed transfers.
- **Compliance and Observation:** Adhered to observation protocols, ensuring comprehensive and accurate data collection on player performance.
- **Player Identification:** Identified and recommended potential recruits, maintaining detailed records of all observed games and player interactions.
- **Intelligence Gathering:** Collected and analyzed information on professional clubs, player transfers, agent changes, and financial situations.
- **Reporting:** Compiled and presented player reports, offering actionable insights to the Head Scout and coaching staff.
- **Networking:** Established and maintained extensive contact networks, liaising with agents to gather information on valuable player acquisitions.

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- **Process Implementation:** Standardized scouting procedures, enhancing the consistency and objectivity of player evaluations.
 - **Collaboration:** Worked closely with the Scouting team, attending regular meetings and contributing to strategic planning sessions.
 - **Expense Management:** Managed and reported scouting-related expenses on a monthly basis, ensuring transparency and accountability.

EDUCATION

MASTER DEGREE IN ORGANIC AGRICULTURE

UNIVERSITY OF FREIBURG

JUNE 2016

MASTER DEGREE IN ORGANIC AGRICULTURE

UNIVERSITY OF AGRICULTURAL SCIENCES AND VETERINARY MEDICINE, CLUJ NAPOCA

JUNE 2015

BACHELOR OF AGRICULTURE ENGINEERING

UNIVERSITY OF AGRICULTURAL SCIENCES AND VETERINARY MEDICINE, CLUJ NAPOCA

JUNE 2014

KEY SKILLS AND CHARACTERISTICS

Strategic planning & developing, AI driven in football scouting, Strong interpersonal & communication skills, MS Office Suite, Ability to work collaboratively as part of a team, Problem solving, Leadership, Meticulous attention to detail, Excellent organizational skills, Poised under pressure

CERTIFICATIONS

Football match analysis, Football opponent team analysis, Football team self-analysis, Implementation of technological processes from Barcelona academy, Technical scouting from PFSA, Scouting course from Romanian Federation of Football, Lean Six Sigma Green Belt Certification, Agile Project Management, Change Management at Harvard Manage Mentor, Negotiating Certification at Harvard Manage Mentor, Business Case Development at Harvard Manage Mentor
