



Curriculum Vitae

Luciano Osvaldo Cánepa

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- Nationality: **Argentine**
- Birthdate: **March 21st, 1983**

Current Experience

- Date: From September 2018
- Employer: Aspire Academy (Qatar)
- Positions: Leader Scouting & Analysis Department
- Main activities and responsibilities:
 - ✓ Leading the recruitment of exceptionally talented players from U6 to U23 for Qatar, ensuring the highest level of future prospects for the national teams.
 - ✓ Crafting detailed player profiles for candidates to the Qatar National Team, aligning with strategic goals and performance metrics.
 - ✓ Tasked with the formulation and management of the U16, U19, and U23 Qatar National Teams, focusing on team composition, player development, and competitive readiness.
 - ✓ Providing guidance and fostering professional growth within the scouting team, enhancing their skills for talent identification and assessment.
 - ✓ Conducting global match observations across South America, Europe, Asia, and Africa, identifying player opportunities for European clubs associated with the Academy.
 - ✓ Developing a comprehensive Scouting Platform for external clubs to streamline reporting, data storage, and analytical processes.
 - ✓ Entrusted with the synthesis and examination of all data from the Football Department, integrating insights from other departments to bolster strategic initiatives



Work Experience

- Main Activities and Responsibilities:

- ✓ Comprehensive observation and analysis of football matches in Argentina, Uruguay, Colombia, Ecuador, Paraguay, Peru, Venezuela, and Chile, covering categories from U16 to the first team.
- ✓ Preparation of detailed reports on standout players, providing comprehensive information that supports strategic decision-making for future recruitments.
- ✓ Management and continuous updating of the database of tracked football players, ensuring that the information is up-to-date and accessible for quick consultation and evaluation.
- ✓ Compilation of extra-sport profiles of players, including aspects such as behavior, work ethic, adaptability, and other personal factors that may influence their performance and fit within the club's culture.
- ✓ Development and maintenance of shortlists based on various criteria, allowing efficient selection and comparison of talents according to the specific needs of the club.
- ✓ Close collaboration with the scouting team, coaches, and management to ensure synergy in the identification and acquisition of potential talents.

- Date: August 2011 - July 2015.

- Employer: Sport Lisboa e Benfica (Portugal)

- Position: First Team Scout



- Date: Augusto 2015 - Augusto 2016.

- Employer: Lille OSC (France)

- Position: First Team Scout



- Date: October 2016 – August 2018.

- Employer: Manchester United (England)

- Position: First Team Scout



Work Experience

- Date: From March 2007 to July 2011.
- Employer: Squadra Representaciones (Argentina)
- Position: Scouting manager
- Main activities and responsibilities:
 - ✓ Conducted comprehensive monitoring and offered ongoing support to players represented by the company, ensuring their needs were met and their development was on track with career goals.
 - ✓ Oversaw the scouting division for youth leagues in Argentina, implementing strategic talent identification processes and nurturing potential signings.
 - ✓ Managed scouting operations across various little leagues throughout Argentina, focusing on early detection of talent and facilitating pathways to professional development.



Work Experience

- Date: From January 2004 to March 2007.
- Employer: Intermedia Centre Sport (Spain)
- Position: Scouting manager
- Main activities and responsibilities:
 - ✓ Managed comprehensive scouting operations within the youth divisions in Argentina, Uruguay, and Paraguay, executing a cross-regional talent acquisition strategy.
 - ✓ Delivered detailed oversight and support for players represented by the company, ensuring optimal development and alignment with their professional ambitions.
 - ✓ Led the youth scouting unit in Argentina, applying advanced scouting techniques to identify and develop emerging talents.



Work Experience

- Date: From June 2002 to May 2004.
- Employer: Club Atletico Villa San Carlos
- Position: Youth Football Manager
- Main activities and responsibilities:
 - ✓ Spearheaded the organization, management, and coordination of the club's youth divisions, aligning with the strategic objectives of the Argentine Football Association's third division.
 - ✓ Developed comprehensive training programs and competitive strategies to enhance player development and team performance.
 - ✓ Established a robust youth development pipeline, fostering a culture of excellence and facilitating the advancement of young talents to higher competitive levels.
 - ✓ Collaborated with coaching staff and club executives to ensure a cohesive approach to talent identification and player progression within the club's structure.
 - ✓ Monitored and evaluated the progress of individual players and youth squads, implementing continuous improvement measures for athletic and skill development.



Education and Formation

- Date: September 2023 - December 2023.
- University: UEFA Academy
- Certification: UEFA Elite Scout Programme
- Objetive:
 - ✓ Understand the international football ecosystem and its governance.
 - ✓ Master the key principles of scouting and match observation: talent identification, analysis and recruitment management.
 - ✓ Learn how to produce various types of match reports (text, animations, videos).
 - ✓ Familiarise with the technologies used to monitor football data and statistics and discover the latest innovations in this fast-changing sector

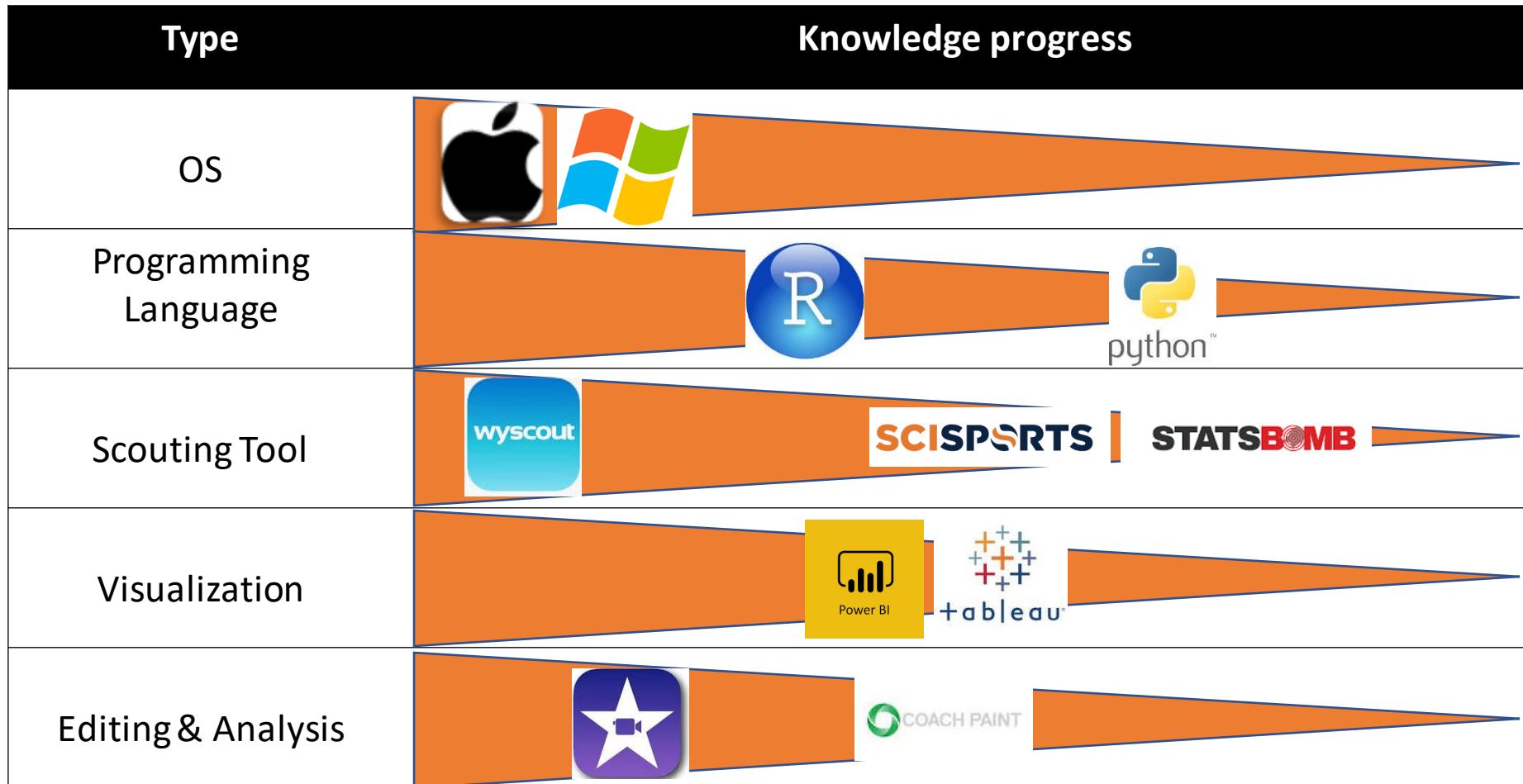


Education and Formation

- Date: January 2020 - March 2021.
- University: University of Murcia (Spain)
- Degree: Master in Sport Big Data
- Objetive:
 - ✓ Aspects of the languages most used by Data Analysts: R, Python and SQL.
 - ✓ Acquire, organize, combine, clean and store data from different sources in databases and traditional storage systems.
 - ✓ Apply advanced statistical data analysis and machine learning techniques.
 - ✓ Develop data analysis software in Python and perform advanced data analysis.
 - ✓ Data visualization.
 - ✓ How the data analyst relates to other performance areas within a sports structure.



IT Knowledge



Skills and personal Abilities

I possess a strong sense of professionalism in every aspect of my work. I consistently demonstrate a commitment to excellence and take the initiative to improve processes, such as applying various methodologies to scouting process. My organizational skills ensure that I can efficiently manage tasks and projects, while my ability to quickly grasp new concepts allows me to put innovative ideas into action effectively.

I have a natural curiosity that drives me to continuously learn and explore all aspects related to my profession. This curiosity fuels my passion for staying updated with industry trends and developments.

Furthermore, I am deeply committed to the primary objectives and goals of the organizations I work for. My leadership abilities shine when I mentor and guide a team or group of colleagues, creating an environment that fosters conscious growth and collaboration. I believe in nurturing talent and helping others reach their full potential.

In summary, my professionalism, initiative, organizational skills, adaptability, responsibility, curiosity, commitment, and leadership abilities make me a valuable asset in any professional setting. I am dedicated to delivering high-quality results while fostering an atmosphere of growth and success within the organization.

MOTHER TONGUE

Spanish

OTHER LANGUAGES

English - Intermediate Level

Portuguese – Intermediate Level

