

# ROBERTO PARMEGIANI

SPORTING DIRECTOR | HEAD OF SCOUTING | FOOTBALL SCOUT

## CONTACT

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- Portici, Napoli, Italy.

## EDUCATION

2023

FIGC

- FIGC Sporting director license

2023

PEGASO UNIVERSITY

- Master's Degree in Sport Management & Physical Activities

2021

FIGC

- FIGC Football scout license

2021

PEGASO UNIVERSITY

- Bachelor's Degree in Business Administration

## KEY EXPERTISE

- Squad building & recruitment strategy
- Scouting software & video analysis tools
- Microsoft office
- Problem solving & decision making
- Teamwork & communication

## LANGUAGES

- Italian: Fluent
- English: Intermediate
- Spanish: Basic

## ADDITIONAL INFORMATION

- Age: 29
- Driving license : Category B
- Available for travel

## PROFESSIONAL PROFILE

Sporting director and Head of Scouting with solid experience in player recruitment, performance analysis and squad building at professional level. Proven ability to identify talent across multiple European leagues and to produce detailed technical and tactical reports. Experienced in close collaboration with Sporting Directors and coaching staff to achieve sporting and strategic objectives. FIGC-qualified, with a strong academic background in sport management and business administration, and a modern recruitment approach.

## PROFESSIONAL EXPERIENCE

### Sorrento Calcio 1945

Jul 2023 - Dec 2025

Head of Scouting - First team recruitment

- Led the scouting department for first-team recruitment in Serie C.
- Monitored and analysed domestic and international leagues to identify players aligned with club philosophy, budget, and tactical requirements.
- Contributed to building the second-youngest squad in the league (average age 23.3) over three seasons.
- Increased squad market value by 45%, generating €700K in capital gains, the highest in the club's history.
- Developed a roster of club-owned players with strong future resale potential, despite operating with the third-lowest budget in the league.

### BDN Management

Jul 2018 - Jun 2023

Head of Scouting - Agency recruitment

- Scouted and evaluated players across all major European competitions.
- Produced detailed player dossiers to support professional representation and transfer operations.
- Built and maintained relationships with clubs and football professionals.

### Remote Scout

Jun 2018 - Jun 2021

Internship

- Sambenedettese (ITA -Serie C)
- BSU Beijing (CHN - League 2)
- Universitatea Craiova (ROU - Liga 1)
- Conducted remote scouting and performance analysis across multiple international competitions.
- Reported directly to the Head of Scouting according to predefined scouting models.