



Mattia Crespi

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WORK EXPERIENCE

Scout - Video Scout

Ajax Amsterdam Football Club [01/07/2023 – Current]

For this glorious and historic Dutch football club, I take care of a task which on a practical level is divided into two activities: video scout and scout. As a video scout I watch some matches recorded around the world, reported to me by the club itself, focusing on the observation and analysis of young footballers between the ages of eleven and nineteen, then making reports for each individual player. Instead, as a scout, I follow and watch live matches of the Italian youth championships in the northern part of the country, from U13 to U19.

Football scout - Market consultant

Sport Service Srl [01/2021 – Current]

City: Milan

Country: Italy

In this prestigious agency that deals with the career management of professional footballers (transfers, contract renewals etc...), my work is essentially based on the selection of young athletes participating in national championships in northern Italy. In particular, I personally deal with the process that leads these guys to become part of the agency, from the first contacts with families and the consolidation of relations with them and with the clubs that own the cards, in addition to the delicate phase of support in career choices. In addition, I sometimes advise and assist the sports agents with whom I work, with regard to national/international transfers of professional footballers.

Football coach

G.S. Vedano [09/2019 – 06/2022]

City: Vedano al Lambro

Country: Italy

At the end of my short football career, I decided to take on this new experience that turned out to be full of satisfactions. Having been assigned the management of a group of boys during the delicate phase pre-competitive, these three years have been full of responsibilities regarding the growth of every single child both on the technical/football side and with regard to their character development and training.

Executive steward

Manpower [09/2017 – 09/2019]

City: Monza

Country: Italy

During this two-year work experience, held on the occasion of sporting events at the Monza Park, I learned to manage the relationships between the customers and the employees of Manpower and to have to resolve the delicate situations that often came to be created. In particular, I was mainly responsible for personnel management and the division of tasks in the context of a sporting event.

Travel agent

Pirotravel [05/2016 – 07/2017]

City: Vedano al Lambro

Country: Italy

Started as work experience in the field of school-work alternation, as requested by the heads of the agency Pirotravel, this activity has then continued beyond the school "boundaries". Thanks to this training I am now able to organize in person and independently everything related to business trips/ pleasure and the related booking ancillary to the same.

EDUCATION AND TRAINING

Law degree

Università Milano-Bicocca [09/2018 – Current]

Football: More than a Game

The University of Edinburgh [12/2022]

This online course is useful for us football lovers to deepen those aspects that characterize it and to understand why this sport is more than a game. In particular, through a detailed analysis of past and present events that in positive or negative have affected the history of this sport: from street soccer to multi-million dollar transfers, from the men's game to the women's, from the global to the local, from the beaches of Brazil to the fight against poverty. Summing up this course offers an exploration of football's role in society and the benefits it brings in practicing it.

The Science of Training Young Athletes

University of Florida [12/2022]

This online course held on the Coursera platform and promoted by the University of Florida, has been useful for me to understand all those practical and theoretical cases in which sports science is articulated. In short, they are described to professionals and amateurs, in a clear and precise, all the aspects that are fundamental for the development of every young athlete during the delicate phase of growth and to maximize their potential avoiding the risk of injuries that could lead to the "ruin" of the athlete.

Data analytics in sports law and team management

The State University of New York [07/2022]

Online course held on the Coursera platform and in english language, during which an introduction to the fundamental ideas in the application of data analysis to issues related to the main regulatory and managerial functions in the sports sector is provided. Sport as an industry increasingly relies on data analysis for a more efficacious distribution of resources and an assessment of performance in areas ranging from player productivity to fan engagement, identification and talent development, coaching, sponsorship and marketing.

Los datos en el rendimiento físico, el análisis de juego y la dirección deportiva en fútbol

Escuela Universitaria Real Madrid Universidad Europea [09/2021]

Webinar held in spanish, during which I learned the importance that data play in the sports performance and the success of a football club. In particular, there were three main areas of this meeting: how the data influence the optimization of performance physique and the prevention of injuries in professional football, as the data influence the analysis of the game in professional football, how the data influence the development of scouting and sports direction.

Contract law: from trust to promise to contract

Harvard University School of Law [05/2021 – 06/2021]

Online course conducted on the edx platform and in english language, during which it is explained in a simple and easily understandable way what is a contract and the purpose of this is analyzed. Contracts are promises that the law will enforce and we are exposed to contracts in all areas of our lives. I believe that knowing the principles of contracts is not only a necessary competence for lawyers, but it is useful to everyone as it is a crucial institution that we always use and that we take for granted in general.

A prática da gestão de clubes e federações esportivas

Profuturo – FIA – MBAs Internacionais / Universidade de São Paulo [04/2021]

Online course held on the Coursera platform in portuguese language, during which is explained how the federations and the brazilian sports clubs are managed by professionals in this sector.

Portuguese language course

Lezione-online [03/2021]

Becoming a sport agent

Case Western Reserve University School of Law [01/2021 – 02/2021]

Online course held on the Coursera platform in english language, during which I deepened the skills that every good sports agent must have to perform at best their profession and get the most out of it.

Sports marketing

Northwestern University [10/2020 – 12/2020]

Online course held on the Coursera platform in english language, during which I learned the increasing importance of sponsorship in the world of sport and more specifically football, through practical activities to promote certain products advertised during sporting events.

Patrocinio deportivo

Universitat Autònoma de Barcelona [08/2020 – 09/2020]

Online course held on the Coursera platform in spanish language, during which it is explained how the Johan Cruyff Foundation, seeks to raise awareness above all the new generations about the importance of sport and its being increasingly environmentally sustainable, through the promotion of materials and/or products with an increasingly zero impact on the environment and increasingly respectful of what surrounds us.

English language course

International English Centre [05/2018]

City: Monza

Country: Italy

Technical tourism diploma

IIS Martin Luther King [09/2013 – 07/2018]

City: Muggiò

Country: Italy

TRAINING COURSES

FIFA Football Law Annual Review - 2022

[03/2022]

FIFA Football Law Annual Review - 2021

[03/2021]

FIFA Football Law Annual Review - 2020

[03/2020]

LANGUAGE SKILLS

Mother tongue(s): **Italian**

Other language(s):

English

LISTENING B2 READING B2 WRITING B2

SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2

French

LISTENING B1 READING B1 WRITING A2

SPOKEN PRODUCTION A2 SPOKEN INTERACTION A2

Spanish

LISTENING C1 READING C1 WRITING B2

SPOKEN PRODUCTION B2 SPOKEN INTERACTION B2

Portuguese

LISTENING A2 READING A2 WRITING A1

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

PROJECTS

Data in football

[07/2022]

In-depth study of data relating to the world of sport and in particular football, in which my research has focused on the evolution of scouting according to the increased investments of clubs in the selection of young players.

Fans loyalty program

[12/2020]

In this project I created a marketing plan to develop a fan loyalty network to a sports club. The main objective of this plan was to create a series of initiatives that could bring people closer to a club through economic structures and through a marketing plan, to increase the reputation of the sports club, from a national and international point of view.

Macron y Cruyff Courts: la importancia de un fútbol eco-sostenible

[09/2020]

In this project I designed a proposal to activate a sponsorship, based on the idea of explaining and making understood to the children participating in the Cruyff Courts of the world, the importance of combining football with some reflections on the delicate issues affecting our planet. In particular, the project focuses on the sponsorship of a well-known sportswear brand, which produces eco-sustainable kits.

DIGITAL SKILLS

Email (Gmail) / Social Media / Microsoft Office / Zoom / Google Docs / Skype / Microsoft Excel / WhatsApp / Microsoft Office, Microsoft Word, Microsoft Excel, Outlook, Facebook, Google / Online content creation and editing tools / Internet user / Social Media/Social Network / Microsoft Powerpoint / PC and iOS / Android

VOLUNTEERING

Food collector

[Banco Alimentare della Lombardia, 01/2018 – 01/2019]

CERTIFICATES

Foundation scouting strategies – Soccer HUB

[12/2021]

Credential ID #9206

Child safeguarding in football – UEFA

[03/2021]

The talent identification – The Football Association

[02/2021]

Level 1

Credential ID #67303874

English for soccer professionals – Soccer HUB

[01/2021]

OpenBadge Università Milano-Bicocca - English B2 – Università degli studi Milano-Bicocca

[10/2018]

Attestation langue français – Collège International de Cannes

[04/2018]

Certificado idioma español – Maravillas programas internacionales

[03/2016]

DRIVING LICENCE

Driving Licence: B