

Social <https://www.linkedin.com/in/paolo-tommasini-35a841102/>

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CURRICULUM VITAE



Name: Tommasini Paolo

Nationality: Italian

Gender: Male

Place and & Date of Birth: San Remo (IM) - Italy - 5 September 1968

Address: Via Nomentana, 352 – Rome (current residence)

Status: Married

EDUCATION

August 2005 – January 2008: Master in Business Administration (MBA) – University of Malta - Rome Branch Link Campus - Rome

1994-1998: B.A. Bachelors of Arts with Second Class Honours - Major: Marketing and Sport Management – (University degree of Nottingham Trent University – Nottingham, UK –years made in Rome Branch of European School of Economics)

1983-1987: High School, “Maturità Scientifica” Sanremo (IM) - Italy

COMPUTER SKILLS

Office365 packages - Good Knowledge

LANGUAGES

English: Good Knowledge Speaking and Writing

French: Good Knowledge Speaking

SUMMARY OF PROFESSIONAL EXPERIENCE

April 2013 – present

Business Developer Manager of Safety21 Holding SpA

Safety21 Holding SpA operating in the ICT sector for government agencies. Specifically the company develops projects related to the market in road safety, an innovative system for traffic infringements detections. (www.safety21.it)

Main Achievements:

- Developing, defining, negotiating, and closing business relationships
- Analyzing market strategies, deal requirements, potential, and financials
- Managing the day-to-day workflow of the commercial staff on specific prospects and clients
- Managing the public tender process (public bid, project financing procedure)
- Head of the business development strategy, national and foreign market

Other Tasks:

- **ServiceNet21** Srl (subsidiary company) – **CEO**
- **A21** Srl (subsidiary company) – **Member of the board of directors**

April 2011 – February 2013

Country manager (Mediterranean Area, North and West Africa) of Sunchem Alpha Srl group of Alphatrading SpA and Sunchem Holding SpA – Genova/Milano - Italy

Sunchem Alpha is a part of the Sunchem Group operating mainly in the renewable energy, owns the rights for the TOBOIL (Tobacco for energy) for North and West Africa, Spain, Greece, Romania, Turkey and Italy (www.sunchem.it)

Main Achievements:

- Promote and managing the “Toboil Project” within a country: this involves taking responsibility for profit, revenues, cash and quality targets.
- Financial and economics activities:
 - Check out and monitor the budget: delivery of a monthly target report
- Human Resources Management:
 - Recruit and manage staff, including performance valuations
- Marketing and communication’s strategies:
 - PR management

February 2010 – March 2011: Business Developer Manager – Sunchem Holding Group S.p.A.

Sunchem is a research and develop company operating in the sector of genetic and recombinant DNA applied to plant for energy and human purposes. Sunchem holds the exclusive rights to the enjoyment and development on an international level of the new industrial patent “seed tobacco” or “Toboil Project”. (www.sunchem.it)

Main Achievements:

- Promote and managing the “Toboil Project” within a country (EMEA area): this involves taking responsibility to promote and set up testing activities checking and managing investment and quality targets.
- Marketing and communication’s strategies:
 - PR management

April 2003 – January 2010: Managing Director of All Round Srl (group of All Round Entertainment SpA) – Rome - Italy

This Company manages tourism and sport business, it is the owner of “**All Round’s sport center**” and “**All Time Hotels**” [downtown of Roma, via Don Pasquino Borghi 96 - www.all-round.it - www.alltimehotels.it]

Main Achievements:

- Financial and economics activities:
 - Check out and monitor the budget (13,2 ml of € of total revenues)
- Human Resources Management:
 - Plan the logistic activities
 - Manage the human resources (230 employees)
- Marketing and communication’s strategies:
 - Take care of the corporate image and the external communication
 - Customer satisfaction’s analysis and strategies
 - PR management

December 2001 – March 2003: Senior Consultant - Grant Thornton Sport & Impresa Srl – Rome & Milan - Italy

This company is specialized in sport’s marketing and communication and is part of the Grant Thornton Group Spa

Main Achievements:

- Manage and plan the sport business strategies in several areas, organizing and coordinating the human capital, developing new business such as: project financing for the construction and implementation of sport centres in various locations within Italy.

December 1999 – November 2001: Marketing Consultant - Atleticom Srl – Rome - Italy

This company is a Web Company specialized in Internet rights business management in the sport field of activities. This company has good partnership with the CONI (Italian National Olympic Committee), and is expert in the creation of internet products.

Main Achievements:

- Public relation activities, advertise offline & communication, corporate image, B2B activities in tightened cooperation with the Commercial Director

SUMMARY IN SPORT FIELD EXPERIENCE

Years 1990 to 1999: Olympic Kayak Sprint Athlete – “Guardia di Finanza Gruppo Fiamme Gialle” (sport military group) - Sabaudia (LT) - Italy

Main Achievements:

- Barcelona 1992 Olympic participation, 32 times Italian Champions, World Championship Silver medalist in 1997

Years 2006 to 2012: Marketing & Communication consultant of FICK (Italian Federation Canoe Kayak) – Rome - Italy

Since September 2006 I had occasional consultancies with the Federation to organize and improve the marketing and communication's areas.

Main Achievements:

- Marketing and communication's area
- Take care of the corporate image and the external communication
- Develop the year 2006-08 and 2009-2012 marketing plan
 - Coordinate media relation activities and finalize the agreement (TV, Internet)
- PR management
- Define sponsorship's plans
 - Coordinate sponsorship selling activities
- Coordinate research and selection of the supplier
- Define and prepare the Federation's (FICK) business and budget plan for 2007/2008 participating to the board of the director
- Member of all committees involved in international and national event (European Kayak Championship Milano 2008, ICF Congress Roma 2008, and director of Canoe Marathon World Championship Roma 2012)
- Member of the teaching staff for the training of the federation's technical and managerial staff

Years 2012 to 2020: Member of the Board of the Canoe kayak Italian National Federation

I was in charge for two different sport political mandates, involved in different technical commission, **Sprint kayak disciplines** (some of the main tasks, focus on definition of the National and International Calendar, Organization of the Olympic Teams, Youth strategy promotion) **Marketing and communication field**.

Years 2010 present: like a member of Circolo Canottieri Aniene in charge of Manager of Kayak division

In 2008 I became a member of Circolo Canottieri Aniene in Rome, one of the most ancient Sport Club in Italy founded in 1892. Since 2010, as a voluntary assignment, I was in charge of the Canoe and kayak sport division of the Club.

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Main Achievements:

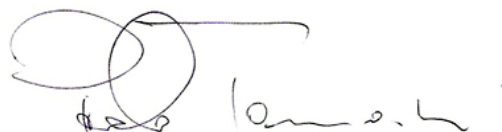
- Institutional representative of the Sport Club
- Guiding and supervising organizational and technical area
- Providing to “draw” a sport policy approach to manage the different category of paddler (youth, intermediate, professional)

Main result of the Athletes of the Club in Sprint Kayak, Marathon, Ocean Racing, Canoe Polo disciplines (summary for all the “age” category Olympic and Paralympic Kayak, national and international events):

- Italian Championship – 176 gold, 122 silver, 91 bronze medal
- World CUP – 2 gold, 2 silver, 5 bronze medal
- Mediterranean Games, World Games – 4 silver, 3 bronze
- European Championship – 3 gold, 6 silver, 5 bronze
- World Championship – 1 gold, 4 silver, 5 bronze medal
- Olympic Games (2012 London) – participation of 3 athletes

General Data Protection Regulation, UE n. 2016/679

Rome, June 2021

A handwritten signature in blue ink, appearing to read 'Paolo Tommasini', with a large, stylized initial 'P'.

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RESUME

Paolo Tommasini is born in Sanremo (Imperia, Italy) the 5th of September 1968. Since he was a child he lives the sport's world practicing swimming at an agonistic level until the age of 14. Afterwards he starts the kayak activity with the Canottieri Sanremo, known Italian rowing club. In the same period he completes his studying, obtaining in 1987 the high school diploma in scientific subjects. During this period he finds the sport's world as his personal and ideal positioning. In 1992, for the Olympic Games in Barcellona, he catches up the goal of being suggested and further selected as Olympic athlete. In the other years of sport agonistic experience, Paolo catch others important success like the silver medal in the Kayak World Championship of the 1997. Together with his sport's career in 1998 he obtains the Bachelor Degree (BA) honours in Sport Management from the Nottingham Trent University, attending the courses in Rome (European School Of Economics). Afterwards in 1999 he leaves the sport competition starting his collaboration with many companies involved in sport's industry. In the past he is engaged with the All Round Company, in the sport and tourism industry, covering a managerial role. With the aim of increasing his knowledge in the field of management and finance he begins an Executive Master in Business Administration (MBA) at the University of Malta in Rome (Link Campus). After this experience leaves the sport market sector to start a new challenge in a competitive and innovative project in the "renewable energy sector" in a managerial position. Today, Paolo, held the position of business development manager in a company operating in the ICT sector for government agencies. Specifically the company develops projects related to the market in road safety, an innovative system for traffic infringements detections.