

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

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CURRICULUM VITAE



Name: Tommasini Paolo, **Nationality:** Italian, **Gender:** Male, **Status:** Married

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

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

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

LANGUAGES

English: Good Knowledge Speaking and Writing, **French:** Good Knowledge Speaking, **Spanish:** Good Knowledge Speaking

TODAY PROFESSIONAL EXPERIENCE

April 2013 – present

From 01/2024 Country Manager Spain & Portugal for Safety21 Group

Safety21 Group 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 Responsibilities:

- 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

SUMMARY IN SPORT FIELD EXPERIENCE

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

Main Achievements:

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

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

Main Responsibilities:

- 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)

Years 2012 to 2020: Counsellor of the Board of the Canoe Kayak Italian National Federation

I was in charge of two different sports political mandates, involved in various technical commissions for sprint kayak disciplines. Some of the main tasks included defining the national and international calendar and organizing the Olympic teams.

Years 2021 (November 2021) present: Advisor of the Committee for the Sprint Kayak of the International Canoe Federation

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

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

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

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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 Circolo 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 Country 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.

"I hereby consent to the processing of my personal data in accordance with Article 6.1(a) of the GDPR"

Rome, July 2024

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