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CENTRE FOR  
SPORTS STUDIES

## OUR UNIQUE PEOPLE Class of 2012 - 2013

### International Master in Management, Law and Humanities of Sport



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***There are plenty of opportunities to get to know our graduate students better:***

- *Visit* the CIES website, especially the EDUCATION section, for more information about our programmes [www.cies.ch](http://www.cies.ch).
- *Attend* our FIFA Master Conference in Neuchâtel, held every July, where the Graduates present their final research projects to numerous guests from the sports industry.
- *Speak* first hand to the Graduates by getting involved as a guest speaker or final project advisor.

***For more opportunities contact:***

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**CORMACK Robert** • British, 28 • robert.cormack@fifama.org • English, German (G), French (G), Dutch (B)

BBA (Honours) European Management, Lancaster University. BSc. International Management, European School of Business, Reutlingen. Dissertation 'The merger of adidas & Reebok: Brand Strategy'. 6 years experience in the sportswear industry.

• **Demand Planner, Columbia Sportswear, Switzerland:** • Forecasting footwear and apparel businesses for Europe • **eCommerce Assistant Buyer, Nike, Netherlands:** • Member of the team which launched and grew NikeStore.com in Europe from 2006-10 • Responsible for website merchandise: football, rugby and basketball categories • **Retail Marketing Intern, adidas, Germany:** • Supporting the realization of in-store retail concepts for the FIFA World Cup 2006 campaign • **Sports Marketing Intern, Reebok, Lancaster, UK:** • Market research projects.

**DAI Shengying Jessie** • Chinese, 27 • jessie.dai@fifama.org • Chinese, English, Japanese (B)

Bachelor of Arts in Sports Media, Beijing Sports University, China. 6 years experience in football and event industry.

• **Media Dept. Manager, China Football Industry Development Corp.:** • Responsible for media rights marketing, promotion of Team China & CFA Cup, media operations and official websites since 2009 • **LOC Media Coordinator:** • Involved in media operations and relations during the preparation and organization of FIFA Women's World Cup 2007 China • **China Women's Football Team Media Officer:** • Beijing Olympic Games 2008 • **AFC Media Officer:** • AFC U16 Women's Championship 2011 • **FIFA Media Officer:** • FIFA U-17 Women's World Cup 2010 Trinidad and Tobago and FIFA Women's World Cup 2011 Germany.

**DELLA CHIESA Benedetto** • Italian, 26 • benedetto.dellachiesa@fifama.org • English, Italian, Spanish (B)

Master's degree in Management, LUISS Guido Carli Rome, Italy. Bachelor degree in Economics, LUISS Guido Carli Rome, Italy. Experience in the organization of Sport events and Sport Sponsorship.

• **Intern, Juventus Football Club Commercial Department, Turin, Italy:** • Targeting of the team's new partners for the following season • Development of the sponsors' visibility packages • Benchmarking of the commercial revenues of the main European football teams • Overall analysis of Sport Sponsorships • **Analyst, Aon Hewitt, Italy:** • Dealing with Consulting activities concerning: Executive Compensation, Pay Surveys and Legal compliance • **Rugby:** • Semi-professional player for Unione Rugby Capitolina in the Italian SD.

**DEMIROVIC Arijana** • Bosnian, 23 • arijana.demirovic@fifama.org • Bosnian/Croatian/Serbian, English, Italian, Spanish (G), Slovenian (G)

Double Bachelor Degree – Bachelor of Business Administration (with Merit) at CEU, Budapest, Hungary and Bachelor of International Economics and Management, Università Commerciale Luigi Bocconi, Milan, Italy.

• **Associate Account Manager, CFI Group International, Milan, Italy:** • Structuring different templates before data processing • Preparing project reports and presentations mostly for utility sector, but also banking and retail trade sector • Training on how to use programs such as SPSS, Graph Maker • **Accreditation Volunteer at UEFA Euro 2012 IBC, Warsaw, Poland:** • Received training about UEFA and Tournament organization, customer service excellence and accreditation • Worked in delivery process of accreditations using FAME database system.

**DU PLESSIS Luc** • South African, 27 • luc.duplessis@fifama.org • English, Afrikaans, Spanish (G)

Bachelor of Arts (BA), Bachelor of Law (LLB) at the University of Stellenbosch, South Africa. Certificate in Sports Law, University of Pretoria. 3 years experience in Commercial and Sports Law. 4+ years experience in sports coaching.

• **Lawyer, Brink Cohen Le Roux, South Africa:** • Advised corporates on the structuring of new entities, drafted player contracts and provided company law advice • **Lawyer, BFH Inc, South Africa:** • Provided commercial and regulatory advice to clients and drafted various commercial agreements in the areas of finance, M&A and sports law • **Rugby Coach and Coordinator, Sporting Opportunities, South Africa:** • Coordinated cricket and rugby camps and clinics.

**ENGELHARD Alexander** • German, 30 • alexander.engelhard@fifama.org • German, English, French (B)

Attorney-at-law (Germany); Law degree with distinction (Heidelberg University); Diploma in German and International Arbitration (Frankfurt University); International Law Summer School (London School of Economics); Mediation and Negotiation Certificate (Passau University). 3+ years experience in litigation, arbitration and sports law, including in-depth involvement in proceedings before the Court of Arbitration for Sport (CAS), also lecturing and publishing in sports law.

• **Trainee, Freshfields Bruckhaus Deringer, Germany:** • Dispute Resolution Department • Worked on high-profile international commercial and sports arbitration cases • **Trainee, Klinkert Zindel Partner, Germany:** • Sports Law Department • **Law Clerk, Federal Foreign Office, Germany:** • Litigation Department • **Intern, Couchmans, UK** • **Organizer, Obama Campaign 2008, USA.**

**GAZZANO Romain** • French/Swiss, 32 • romain.gazzano@fifama.org • English, French

Master's Degree in management control, accountancy and financial management, ISEG Paris, France. 9 years experience in financial management in a professional sports club, France.

• **Stade S.A. Accountant, Stade Français Paris, France:** • Accounting and financial analysis of the Stade S.A. Company which runs the merchandising and the website of Stade Français Paris • Standard accounting operations and preparation of the balance sheet • Forecast Budget updated regularly to compare with completed budget • Cash Flow Forecasts • Forecast statistics and comparisons to completion • Monitoring and reporting of licenses and sub-licenses • Reporting of shop, licenses and sellers turnover • Budgets for specific operations (DIEVX DV STADE, pop up stores).

**GERSHON Gil** • Israeli/Romanian, 30 • gil.gershon@fifama.org • English, Hebrew, Spanish (B)

Master's of Business Administration, specialized in Marketing & Business Strategy, Hebrew University, Israel. Bachelor (Magna Cum Laude) of Business Administration & Communication, Hebrew University, Israel. 4 years experience in Marketing and in Strategic Consulting.

• **Trade Marketing Manager, Nestlé, Israel:** • Managed the planning and execution of promotions, price strategy, innovation implantation, POS communication, assortment strategy and research • **Business Consultant, Franchise Promotion Centre, Israel:** • Provided strategic and marketing consulting to retail chains • Defined business strategy and assessed suitability for franchised businesses • Managed the preparation of market analysis and business plans • **Sport Statistician and On-court Director, Segev-Sport, Israel:** • Responsible for the gathering and analysis of sports statistical data • Managed the on-court broadcasting of sport events.

**GUERRERO Vanessa Monserrat** • Mexican/American, 26 • [vanessa.guerrero@fifama.org](mailto:vanessa.guerrero@fifama.org) • English, Spanish

Bachelors Degree in Mass Media Communications with Minor in Journalism, California State University of Sacramento, USA. 6 years of legal experience, 2 years of journalism experience.

- **Legal Assistant and Victim Advocate, Considine, Sorensen & Trujillo, USA:** • Handled personal telephonic and written communications between the attorneys and clients • Prepared clients' legal affidavits and forms for submission to federal agencies
- Networked with local government agencies to assist victims of crimes • **Legal Research Intern, The People's Vanguard of Davis, USA:** Researched criminal trials and convictions • **Writer for the Opinion Column • Writer, The State Hornet, CSUS, USA:**
- Wrote bi-weekly articles that focused on international conflicts • Created and edited videos • Organized podcast discussions on national political turmoil.

**KOTHARI Swati** • Indian, 25 • [swati.kothari@fifama.org](mailto:swati.kothari@fifama.org) • English, Hindi, French (B)

Bachelor in Journalism and Mass Communication, GGS Indraprastha University, New Delhi, India. 5+ years experience in Sports Journalism and Broadcast.

- **Chief-Copy Editor, New Delhi Television (NDTV):** • Wrote and managed sports content and helped plan microsites for ndtv.com
- **Assistant Broadcast Venue Manager, 2010 Commonwealth Games:** • Managed the production crew, coordinated with host broadcasters and the Organizing Committee • **Staff Writer, Sports Illustrated:** • Wrote feature stories, liaised for marketing and events
- **Associate Producer, Zee Sports (Now Ten Action):** • Reported, produced and directed shows (including live) for Zee Sports and Ten Sports • **Sports Jockey, Mobile ESPN:** • Part of their pilot team — wrote sports stories, produced audio news • **Intern, ESPNStarSports:**
- Reported and packaged content for Sportscentre.

**KUCHERIAVYY Oleksandr** • Ukrainian, 29 • [oleksandr.kucheriavyy@fifama.org](mailto:oleksandr.kucheriavyy@fifama.org) • Ukrainian, Russian, English, Polish (B)

Master of Olympic and Professional Sports, PhD work in progress - National University of Physical Education and Sport of Ukraine. 'Sports Management', Centre International d'Etude du Sport (CIES, Switzerland). 12-years experience in Sport Marketing and Management.

- **Rights Delivery Manager, UEFA:** • Managing of rights delivery projects, marketing rights: UEFA EURO 2012™, UEFA Under 21™ • **Project Director, Ukrainian Beach Soccer Association:** • Ukrainian and International sport projects • **Director, 'SMG Ukraine':**
- Sport consulting, sport facilities • **Executive Director, 'Media Sport Promotion':** • UEFA Cup, Ukrainian Football Championship, Olympic Games (broadcasting), European Championships in Rhythmic Gymnastics, 'Davis Cup' (tennis), FIFA World Cup beach soccer, European Championship in weightlifting and others • **Manager, Basketball club 'Budivelnik':** • Marketing, Public Relations.

**LUTZ Natalie** • American, 23 • [natalie.lutz@fifama.org](mailto:natalie.lutz@fifama.org) • English, Spanish (B)

Master of Arts in Sport Administration, University of North Carolina at Chapel Hill, USA. Bachelor of Science in Sport Management, University of Florida, USA. 5+ years of experience in Sport Management.

- **UNC Assistant Director of Compliance/Rules Education, USA:** • Developed and implemented a comprehensive NCAA Rules Education programme for 1,000+ student-athletes, coaches, and staff • **UNC Compliance Assistant, USA:** • Monitored recruiting activities and oversaw million-dollar Student Assistance Fund • **Atlantic Coast Conference Men's Basketball Intern, USA:**
- Assisted with planning and executing the ACC Basketball Tournament • Compiled evaluations of officials • **Florida Men's Basketball Administrative Assistant, USA:** • Managed elements of summer camps • **Charlotte Bobcats Basketball Operations Intern, USA:** • Created player profiles and coordinated logistics for NBA Draft.

**MIYAMOTO Tsuneyasu** • Japanese, 35 • [tsuneyasu.miyamoto@fifama.org](mailto:tsuneyasu.miyamoto@fifama.org) • Japanese, English, German (B)

Bachelor of Economics Doshisha University, Japan 17 years experience as a professional football player. 1 year experience as a Sports Commentator. Football coach certificate for youth.

- **Professional Football Player:** • Captain of U20 National Team, U23 National Team, National Team - World Cup 2002 in Japan/South Korea, 2006 in Germany • Winning national team of the Asian Cup 2004 in China • Winning club team of the J-League 2005
- Winner of the Austrian League 2007 • Best Goal Award of Sky Perfect TV 2009 • **Founded two Miyamoto Futsal Parks in Tokyo**
- **Promoter for Kids Saver youth project • Sports Commentator:** • EURO 2012 • London Olympics 2012.

**NTEMA Maleubane Yvonne** • Lesotho, 28 • [yvonne.ntema@fifama.org](mailto:yvonne.ntema@fifama.org) • English, Spanish, Sotho

BA degree in Physical Education and Sports, EIEFD, Havana, Cuba (2008). 4 years experience in sports administration. 4 years experience as physical therapist. 5 years experience as massage therapist. 13 years as Taekwondo athlete and coach.

- **Sports and Recreation Officer at Ministry of Gender and Youth:** • Planned and managed all sporting activities • Delivered sports and physical rehabilitation proposals • **Planning and management of ceremonies for the Lesotho Vision 2020 National Games:**
- Development of district infrastructure • Planning of HIV/AIDS awareness events • **Personal trainer • Volunteer for ANOCA games:**
- Liaison officer for all Cuban coaches in Lesotho.

**OBEROI Adi** • Indian, 29 • [adi.oberoi@fifama.org](mailto:adi.oberoi@fifama.org) • English, Hindi

MBA in Sports & Entertainment Management, University of Dallas, USA. BBA, Texas Christian University, USA. 4+ years experience in Sports Industry, 2 years experience in Finance Industry. Competed in Tennis, Badminton, Cricket, Racquetball Leagues/Tournaments in India & USA.

- **Manager - Business Development, Sportzworkz, India:** • Sales & Marketing of sports programmes to TV channels • Organized & Coordinated LIVE Broadcast of sporting events • **Assistant Project Officer, Broadcasting & TV Rights, Organizing Committee Commonwealth Games Delhi 2010:** • Liaised with 14 Rights Holding Broadcasters for telecast across 80 territories • Recruited & Trained 100 Broadcasting Volunteers • Core team member for organizing World Broadcasters Meet • **Assignments/Internship with ESPN, Major League Gaming, MTV, Verizon Theatre, Citigroup & HSBC.**

**PALACIOS Sergio** • Peruvian/American, 31 • [sergio.palacios@fifama.org](mailto:sergio.palacios@fifama.org) • English, Spanish, Portuguese, French (B)

Bachelor in Business Administration with a Hospitality and Service concentration, San Ignacio de Loyola University, Peru. 7 years experience in Sales. 2+ years in Trade Marketing. 1+ year in Sports industry.

- **Trade Marketing Channel Manager, Procter & Gamble, Peru:** • Head of a large team • Responsible for sales sufficiency through commercial strategy and promotional guidelines definition, ensuring end-to-end solutions
- **Key Account Manager, Procter & Gamble, Peru:** • Global prize winner for best country store opening • Development of annual marketing budgets, JBPs and business measures
- **Channel Recruitment Specialist, Lenovo (Asia Pacific) Limited, Peru:** • Distributors management for 5 South American countries
- **Sports and Social Event Manager, Own Company, Peru:** • Organized championships • Managed sponsorship contracts.

**PELOSI Henrique** • Brazilian/Italian, 28 • [henrique.pelosi@fifama.org](mailto:henrique.pelosi@fifama.org) • Portuguese, English, Italian, Spanish (B)

Bachelor's Degree in Business Administration, Fundação Getulio Vargas (EAESP-FGV), Brazil. Master's in Football Management, São Paulo Football Federation/FGV. 4+ years experience in Tourism and Hospitality industry.

- **Guest Relations Host - Walt Disney World, Florida:** • Responsible for ensuring and maximizing guest's satisfaction throughout the WDW Resort
- **Travel Idea, São Paulo:** • Incentive travels coordinator • Team management, clients and suppliers relationship management
- **Futebol Tour:** • Marketing manager • New client development • Media relationships
- **Olympic Volunteer - Torino 2006:** • Media Operations
- **Vancouver 2010:** • Brazil National Olympic Committee Assistant
- **World Police & Fire Games 2009:** • Accreditation and Language Services
- **FIFA Beach Soccer World Cup 2006:** • Attaché for the Nigerian Delegation
- **Adventure:** • First Brazilian to finish the Mongol Rally.

**POTAMITIS Stylianos** • Cypriot, 25 • [stylianos.potamitis@fifama.org](mailto:stylianos.potamitis@fifama.org) • Greek, English, Spanish (B)

Bachelor of Science in Sports Management, Minor in Business Administration Barry University, USA 2+ years experience in the sports and leisure management industry.

- **Sports Coordinator at Village Camps:** • Efficiently developed sport, fitness and competition sessions for 35 youth campers and managed a team of five sports counsellors to achieve operational goals
- **Marketing Assistant at APOEL FC:** • Assisted in the implementation of marketing strategies, promotions and campaigns for the UEFA Champions league and Cyprus Championship
- **Stadium and Events Operations Assistant at the Fort Lauderdale Strikers:** • Assisted with stadium events, festivals, and game days
- **Junior Manager Assistant at the Cyprus Sport Organization:** • Gained experience in the accounting, legal and event planning departments.

**RATHS Julia** • Swiss/German, 26 • [julia.raths@fifama.org](mailto:julia.raths@fifama.org) • English, German, French, Spanish

BA (Hons) in Geography, University of Cambridge, UK. 3 years experience in the sport industry. 1 year experience in pharmaceuticals and consulting. 8 years of women's varsity football.

- **Footwear Merchandiser, Columbia Sportswear:** • Coordination of samples for tradeshow and meetings • Harmonization of the EU catalogue process • Follow up on product quality feedback • Review of PR kits
- **Sales Advisor, Peak Performance & Kathmandu:** • Front of house customer service • Responsible for restocking and stock transfers
- **Ski Instructor, Haut Lac International:** • Planning and delivery of ski lessons for a range of abilities
- **Regulatory Associate, Iroko Cardio:** • Creation of a comprehensive regulatory pharmaceutical archive
- **Intern, Executive Insight:** • Preparation of client meetings • Market research.

**REHANE Sara** • Moroccan, 25 • [sara.rehane@fifama.org](mailto:sara.rehane@fifama.org) • English, French, Arabic

Master's in management (majoring in Finance), HEC - business school/Liege University, BELGIUM. Bachelor's degree in Business Administration, ENCG- Settat University, MOROCCO. 2+ years' experience in banking industry.

- **Management Graduate Programme - Investment Banking, BNP Paribas, Brussels/London:** • Fixed Income Trading (hedging of discount risks linked to CSA's on derivatives, CSA's negotiations, tri-reduce runs, interbank novations and unwinds to optimize liquidity position), Treasury, Strategic Consultancy and Risk management
- **Football Referee, Belgian Football U.R.B.S.F.A.:** • Under 17 Boys referee (one to two games per week since October 2010) • Participation in national seminars, courses and on-field training
- **Vice President, ROTARACT:** • Community service projects (fundraising gala organization, participation in youth leadership programmes and providing educational support).

**ROBERTS Danis** • New Zealander, 28 • [danis.roberts@fifama.org](mailto:danis.roberts@fifama.org) • English

Bachelor of Arts in Film and Media Studies, Otago University, NZ. 1 year experience in Sports Marketing, UK. 2+ years experience in advertising, NZ. 2+ years experience running own businesses.

- **Internship, Manchester City FC, UK:** • Worked in the Marketing Department during the 2011/12 season • Editor of the eNewsletter received weekly by 150,000 fans • Managed City SoundWave, a match day band competition • Worked with families, students and partners to increase brand awareness and ticket sales
- **Planner, Saatchi & Saatchi, NZ:** • Strategic Planner working across telecommunications, alcohol, banks and automobile
- Concentrated on Generation Y and the younger audiences
- Led focus groups and interviews
- **Red Rose Music/OurBrew:** • Set up businesses to capitalize on consumer trends such as Crowdsourcing and Pop Up Retail.

**RUMMENIGGE Henry** • German, 24 • [henry.rummenigge@fifama.org](mailto:henry.rummenigge@fifama.org) • German, English, Italian

Bachelor of Arts in Sport Management, London Metropolitan University, United Kingdom. 1 year experience in Sports Marketing, Germany and Italy. 7 years experience in project organization and teaching youth sports.

- **Project Coordinator & Physical Educator, FC Bayern München, Germany & Italy:** • Responsible for budget management, administration and logistics of football camps • Networking and partnership building with authorities, organizations and government agencies • Coached 8-16 year old children • Preparation and analysis of key financial data
- **Intern, Sky Italia, Italy:** • Sky Sports 24
- Translation of interviews and news
- **Sky Television, Germany:** • Consumer Communication: - press releases • Sports Marketing: - sales marketing – creative campaign generation – advertising media • Sky Sport News HD.

**STAEHELIN Alexander-Florian** • Swiss, 28 • [alexander.staehelin@fifama.org](mailto:alexander.staehelin@fifama.org) • English, German, French, Spanish (B), Italian (B)

Bachelor of Science in Quantitative Economics, minor in Sports Business, Bentley University, USA. 2+ years experience in logistics and marketing. 5+ years experience in international hospitality. 2+ years experience in youth coaching.

- **Marketing Trainee, Syngenta Crop-Protection, Switzerland:** • Created 10-year marketing strategy for Fungicides division
- Responsible for global communication planning
- **General Manager, CityBeach Basel, Switzerland:** • F&B Purchasing, invoicing, reservations, HR and event management
- **Service Trainee, One Aldwych Hotel London, England:** • 7-month internship as a service employee
- **Supply Chain Management Trainee, Hoffmann-LaRoche Ltd., Switzerland:** • Creation/Maintenance of client database • Created standard operating procedures for supply chain management and supervision
- **Intern, Davidoff, Switzerland:** • Product conceptualization • Packaging design according to health regulations.

**TARYAM Safa** • Emirati, 29 • [safa.taryam@fifama.org](mailto:safa.taryam@fifama.org) • English, Arabic, French (B)

Bachelor of Science in Business Administration in Marketing and Management, American University of Sharjah, UAE. 9 years experience in Marketing and Communications. 2 years in Sports Marketing.

- **Sports & Pay TV marketing & communications manager, Abu Dhabi Media, UAE:** • Responsible for the marketing of the Free to Air Sports Channels and the Pay TV network brand and contents to deliver brand awareness and customer subscription targets
- **Marketing and Communications Manager – Dubai Event Management Corporation, Dubai Government:** • Marketing, communication, advertising for DEMC and its related projects in the fields of sports and arts & culture
- **Communications Manager - Leo Burnett, Dubai, UAE:** • Management of assigned accounts to deliver advertising and marketing campaigns.

**TASSI Matteo** • Italian, 34 • [matteo.tassi@fifama.org](mailto:matteo.tassi@fifama.org) • Italian, English, French, Portuguese (G)

Ph.D. in Anthropological Sciences and Analysis of Cultural Changes, University of Naples L'Orientale, Italy, Thesis: From sporting colonialism to Postcolonial football: sport in Sub-Saharan African nationalisms. Bachelor's degree in Social Anthropology, La Sapienza University of Rome, Italy. 2+ years experience in Sales & Marketing. 5+ years experience in Broadcasting.

- **Sales Manager, Jilong Europe srl, Italy:** • Provided sales and marketing activities for European customers of Shanghai Jilong Plastic Products Co., Ltd
- **Cataloguer and Graphic Operator, Sigeco Idee Computers/EBD Italia, Italy:** • Produced, stored and catalogued Serie A football matches highlights for National broadcasting
- **Member of the Italian Society for the History of sport.**

**THOMAS Katharina** • German, 30 • [katharina.thomas@fifama.org](mailto:katharina.thomas@fifama.org) • German, English, Italian, Spanish (B), Japanese (B)

Bachelor of Honours in International Business Administration, University of Applied Sciences, Wiesbaden, Germany. 6+ years experience as financial reporting analyst and controller in the insurance sector. Played 7 years in women football clubs in Germany and Italy.

- **Controller, Assicurazioni Generali S.p.A., Italy:** • Responsible for monitoring Group Programs and for controlling of Latin American subsidiaries • Performed collection and analysis of Program data • Managed preparation of consolidated summaries
- Analyzed and monitored performance of Latin American companies
- **Financial Reporting Analyst, Assicurazioni Generali S.p.A, Italy:** • In charge of German subsidiaries • Coordinated the closing process and produced consolidated financial statements
- Managed the flow of information to and from the international subsidiaries.

**VAN DEN BERG Reginus** • Dutch, 26 • [reginus.vandenberg@fifama.org](mailto:reginus.vandenberg@fifama.org) • Dutch, English, German, French (B), Swedish (B)

Bachelor of Commerce, Arnhem University, HAN Business School High Potential Programme. 4 years experience international product management. 4+ years experience in sport industry.

- **International product manager, Bosch Thermotechnology, Netherlands/Germany:** • Involved in product development and introduction, benchmarking and analysing market developments
- **GSP Management trainee Bosch Thermotechnology/Nefit B.V., Netherlands/Germany:** • Setting up customer satisfaction system • Creating project portfolio business unit • Coordination global recall actions • Organising international workshops
- **Local assistant Champions/Europa League Venues, TEAM Marketing/UEFA, Netherlands:** • Guiding local team • Facilitating press/hospitality matters • Observing and implementing sponsor regulations and accreditation systems
- **Technical director and member committee top-hockey N.S.C.H. Apeliotes, Netherlands:** • Responsible for evaluation (head)coaches/trainers • Development and execution policy first men/women teams.

**VILLAS-BOAS PIRES Luís** • Portuguese, 33 • [luis.pires@fifama.org](mailto:luis.pires@fifama.org) • Portuguese, English, Spanish, French (G)

Bachelor degree in Law from Universidade Católica Portuguesa, Lisbon. 11 years experience as M&A and capital markets lawyer in Lisbon and London.

- **Senior associate of the M&A and Capital Markets department at Garrigues Portugal:** • Provided legal advice in transactions in capital markets, namely IPOs, takeovers, squeeze-out processes, bond issuances, corporate governance issues and shareholders meetings of listed companies • Provided legal advice in M&A and pension funds transactions, namely mergers, de-mergers, acquisitions, due diligence proceedings, regulatory advice to pension fund managers
- **Associate at Garrigues UK:** • Main Portuguese representative at the London office • Identifying and forging ties for potential business opportunities for the offices of Garrigues • Assisting clients in cross-borders transactions.

**WAINER André** • Brazilian, 28 • [andre.wainer@fifama.org](mailto:andre.wainer@fifama.org) • English, Spanish, Portuguese, French (B), German (B), Italian (B)

Bachelor's Degree in Economics, Federal University of Rio Grande do Sul, Brazil – Thesis: 'Introductory analysis of the Economics of Football.' 3+ years experience in Public Administration.

- **Public Policy and Government Administration Specialist (PPGAS), Brazilian Ministry of Justice:** • Managed requests for international legal assistance in criminal matters, handling high-profile cases • Collaborated daily with governments of many countries, through varied languages and means • Developed complex statistical systems and presentations • Participated and lectured in national/international forums on legal assistance
- **PPGAS, Brazilian Ministry of Transport:** • Monitored national railway enterprises within the Growth Acceleration Programme, including the 'Rio-São Paulo' high-speed rail project • Produced reports for Ministerial trips to Brazilian states.

**WALLIN Nathalie** • Swedish/Italian, 27 • [nathalie.wallin@fifama.org](mailto:nathalie.wallin@fifama.org) • Swedish, English, Danish, Norwegian, French (B), Italian (B)

Double Bachelor of Business Administration (Honours) in Marketing and Management with an International Concentration, University of Texas at San Antonio, USA. Division one collegiate tennis. 3+ years experience working in project management.

- **Country Manager – Scandinavian Markets, Indeed Inc., USA:** • Oversaw Indeed's operations in the Scandinavian markets
- Identified search trends and performed cost analysis to measure performance
- **Marketing Intern, IF Marketing and Advertising, USA:** • Optimized keywords and ad texts to improve website content
- **Volunteer, United States Tennis Association:** • Coached tennis to athletes with disabilities • Served as a venue host at Special Olympics events
- **Volunteer, Room to Read, USA:** • Organizer of a fundraiser event to help support children's education in Asia.

## Our alumni are working in various positions around the sports world

A selection of current employers:

### International Sports Organisations

- AFC – Asian Football Confederation, Malaysia
- AIBA – International Boxing Association, Switzerland
- ASOIF – Association of Summer Olympic International Federations, Switzerland
- CAF – Confédération Africaine de Football, Egypt
- CONMEBOL – Confederación Sudamericana de Fútbol, Paraguay
- ECA – European Club Association, Switzerland
- EPFL – Association of European Professional Leagues, Switzerland
- ERC – European Rugby Cup, Ireland
- FEI – Fédération Équestre Internationale, Switzerland
- FIBA – Fédération Internationale de Basketball, Switzerland
- FIFA – Fédération Internationale de Football Association, Switzerland
- FIVB – Fédération Internationale de Volleyball, Switzerland
- IBU – International Biathlon Union, Austria
- IIHF – International Ice Hockey Federation, Switzerland
- IOC – International Olympic Committee, Switzerland
- IPC – International Paralympic Committee, Germany
- SportAccord, Switzerland
- UCI – Union Cycliste Internationale, Switzerland
- UEFA – Union of European Football Associations, Switzerland

### National Sports Organisations

- ADSC – Abu Dhabi Sports Council, United Arab Emirates
- AIFF – All India Football Federation, India
- ASF – Association Suisse de Football, Switzerland
- BFF – Buthan Football Federation, Buthan
- CBF – Confederação Brasileira de Futebol, Brazil
- CFA – Chinese Football Association, China
- CSA – The Canadian Soccer Association, Canada
- DFB – Deutscher Fussball-Bund, Germany
- ECB – The England and Wales Cricket Board, United Kingdom
- FA – The English Football Federation, United Kingdom
- FA – WEMBLEY STADIUM – The English Football Federation, United Kingdom
- FAI – Football Association of Ireland, Ireland
- FERWAF – Fédération Rwandaise de Football Amateur, Rwanda
- FES – Federacao de Futebol do Espirito Santo, Brazil
- FFA – Football Federation Australia, Australia
- FIGC – Federazione Italiana Giuoco Calcio, Italy
- FPF – Federación Puertorriqueña de Fútbol, Puerto Rico
- General Organization for Youth & Sports, Kingdom of Bahrain
- KFA – Korea Football Association, South Korea
- Lega Calcio – Lega Nazionale Professionisti, Italy
- LPFP – Liga Portuguesa de Futebol Profissional, Portugal
- MLS – Major League Soccer, USA
- NADA – Nationale Anti-Doping Agentur, Germany
- NFA – Namibia Football Association, Namibia
- NFF – Nigerian Football Federation, Nigeria
- SPL – Saudi Professional League Commission, Saudi Arabia
- Sport England, United Kingdom
- UFL – UEA -Football League, United Arab Emirates

### Sports Clubs & Teams

- ACF Fiorentina, Italy
- Atlante Fútbol Club, Mexico
- FC Bayern München, Germany

- FC Hapoel Tel Aviv, Israel
- FC Interblock, Slovenia
- FC Juventus, Italy
- Galatasaray Sports Club, Turkey
- KC Wizards, USA
- Mamelodi Sundowns Football Club, South Africa
- New England Revolution, USA
- Sauber F1 Team, Switzerland
- Vancouver Whitecaps FC, Canada

### Sports Marketing, Sponsoring & Media

- Above & Beyond Ltd, United Kingdom
- adidas, Germany and South Korea
- Beijing Action China Sports Agency, China
- Dentsu, Brazil
- ESPN, USA
- FOX Sports, Mexico
- GMR Marketing, USA
- IMG, United Kingdom and USA
- Infront Sports & Media, Italy
- Jump in Sport, Switzerland
- Mastercard, USA
- Nike, China
- Quaestor Group, USA
- Reuters, USA
- SEG Team, Romania
- Sincronia Sports & Entertainment Marketing, Ecuador
- Sportive, Israel
- Stelia Sports & Media, Turkey
- Stilistics Sportainment, Botswana
- SUI 10 – Sport Units of Innovation, Switzerland
- T.E.A.M. Marketing, Switzerland
- Traffic Sports Marketing, Brazil
- World Sport Group, Singapore

### Sports Events

- 2014 FIFA World Cup, Brazil
- Prague International Marathon, Czech Republic

### Sports Consulting

- ABPM Sport Agency, Serbia
- GGSV Golden Goal Sports Ventures, Brazil
- Schwery Consulting, Switzerland
- TSE Consulting, Switzerland

### Others

- Byrom.plc, United Kingdom
- CIES – Centre International d'Etude du Sport, Switzerland
- Fundacao Getulio Vargas, Brazil
- Humboldt-Universität zu Berlin, Germany
- Mike Horn Expedition Centre, Switzerland
- Quenonino.com, Uruguay
- SOLUTIONS AVOCATS, Switzerland
- Sportsteam International LLP, United Kingdom
- Streetfootballworld, Germany
- University of Texas (Austin), USA
- TV Globo Brasil – Globo Comunicação e Participações S.A., Brazil
- Why Sport Matters, USA



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