

CLAUDIO BALLOR

Mother Tongue: Italian Fluent: English, French, Basic: German	Born in Palermo, Italy on November, 12 th , 1973	claudio@ballor.net +39 339 269 89 79 +41 27 923 77 51
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WORK EXPERIENCE	
EVENTS & COMPETITION	<p><i>July 2010 – June 2018</i> AIBA World Series of Boxing – Italia Thunder Team</p> <ul style="list-style-type: none"> • Competition and General Manager <ul style="list-style-type: none"> ○ Overall responsibility for operations of the Italian franchise team competing in WSB ○ Under my surveillance: logistics, commercial, competition, broadcasting and events ○ 500 bouts organized in 4 continents <p><i>November 2007 – October 2009</i> AIBA – International Boxing Association</p> <ul style="list-style-type: none"> ○ Competition Manager Olympic Qualifier Italy 2007 ○ Assisting Competition Manager at Beijing Olympics 2008
MEDIA, MARKETING & COMMUNICATION	<p><i>November 2009 – October 2016</i> Infront Sports</p> <ul style="list-style-type: none"> • Volleyball Media Coordinator <ul style="list-style-type: none"> ○ Media Rights delivery management for 4 CEV European Volleyball Championships and 2 CEV Beach Volleyball European Master Events ○ Coordination among broadcasters, LOCs, national teams and international volleyball federation <p><i>November 2016 – September 2018</i> Infront Sports</p> <ul style="list-style-type: none"> • Marketing Manager <ul style="list-style-type: none"> ○ Affiliate program for a Serie A football club in Italy ○ Create and develop the club fans' database • Web Master <ul style="list-style-type: none"> ○ Content Management for the Italian branch activities <p><i>November 2007 – October 2009</i> AIBA – International Boxing Association</p> <ul style="list-style-type: none"> • Licensing Manager <ul style="list-style-type: none"> ○ Develop Olympic boxing licensing program: boxing gloves and rings • Communications Assistant Manager <ul style="list-style-type: none"> ○ Web Master: content editing and publishing ○ Assisting in creating and conveying of the AIBA's image <p><i>June 1993 – December 2006</i></p> <ul style="list-style-type: none"> • Freelance Sports Journalist <ul style="list-style-type: none"> ○ Editing sports content at local and national outlets
SPONSORSHIP	<p><i>From October 2018</i> Vamos Group</p> <ul style="list-style-type: none"> • Marketing Consultant <ul style="list-style-type: none"> ○ Packaging sports products for the Italian market out of national top football, basketball, and eSports

SKILLS	
<ul style="list-style-type: none"> • MS Office, MS Teams • Leadership, organizational, communication and problem-solving skills; diplomacy; service-oriented, flexible, resilient • Hardworking and team player • Able to multi-task and to work under stress; time management 	
EDUCATION	
Marketing Week (United Kingdom)	2019 Mini MBA in Marketing <ul style="list-style-type: none"> ○ 4 Months – 12 modules online course delivered by Professor Mark Ritson
AISTS – International Academy of Sport Science and Technology (Switzerland)	2007 Master in Advanced Studies of Sport Administration and Technology (MSA) <ul style="list-style-type: none"> ○ Ranked twice N1 Sports Management Program worldwide ○ Delivered by University of Geneva, University of Lausanne and Ecole Polytechnique Fédérale de Lausanne (EPFL)
Palermo's University (Italy)	1999 – 2006 Bachelor in Communication Science <ul style="list-style-type: none"> ○ 110/110 “cum laude” ○ Main subjects: marketing, media, advertising
RESEARCH	
<ul style="list-style-type: none"> • Economic Impact and Perception of the Event on: Tour de Romandie 2007, AIBA World Championships 2009 • Pay well, play experienced. The results of a Multivariable Research on a Football Club Sports Performances, 2007 • A Sociological Standpoint of Sicily and its Professional Football, 2007 • From Theatre of Dreams to Pink Power. Manchester United PLC's and U.S. Città di Palermo's Marketing Strategies, 2006 	
PUBLICATIONS	
<ul style="list-style-type: none"> • The Role of Financial and Managerial Variables on the Policy Towards Home-Grown Players in English Soccer, 2012 • Managerial Ability, Players' Cultural Diversity, and Sporting and Economic Performance in English Soccer, 2012 	
VOLUNTEERING ACTIVITIES	
<ul style="list-style-type: none"> • Weekly analysis on Sports&Technology topics hosted by the Italian news agency Itaipress.it, 2017-2018 • VP Projects of AISTS Alumni, 2016-2018 • AISTS Alumni Talks, monthly webinars on sports business topics available on the YouTube AISTS Channel, 2020 	
PERSONAL INFORMATION	
<ul style="list-style-type: none"> • More on www.ballor.net/claudio and on https://www.linkedin.com/in/claudio-ballor/ 	