Curriculum Vitae Europass

Personal information

Name(s) / Surname(s)	**Vincenzo Gissi**
Address(esd)	
Telephone(s)	Mobile:
Fax	
E-mail	
Citizenship	
Date of birth	
Sex	

Work experience

Dates	From 05/12/16 to now
Occupation or position held	Head of Performance Analysis Department
Main activities and responsibilities	Sales, Client Support, Data Analysis
Name and address of employer	K-Sport World, via Fratelli Zuccari, 3, Fano 61032 (PU) Italy
Type of business or sector	Sport / Technology
Dates	From 02/11/13 to 01/12/16
Occupation or position held	Client Account Manager
Main activities and responsibilities	Client Support, Data Analysis
Name and address of employer	K-Sport Universal, Via Risorgimento 7, 61025 Montelabbate (PU) - Italy
Type of business or sector	Sport / Technology
Dates	From 01/09/15 to 01/02/16
Occupation or position held	Fitness Coach
Main activities and responsibilities	Fitness training and Data Analysis
Name and address of employer	APS Zakynthos, Tertseti 79, 29100 Zakynthos, Greece
Type of business or sector	Sport
Dates	From 01/06/11 to 31/08/11 & from 01/06/12 to 31/08/12
Occupation or position held	warehouse worker
Main activities and responsibilities	warehouse worker
Name and address of employer	Ce. Di. Marche Soc. Coop. via Leonardo Da Vinci, 5, Piane 60020 (AN) Italy
Type of business or sector	Logistics

Education and training

Dates	From 16/10/18 to 17/02/23.
Title of qualification awarded	MARKETING E COMUNICAZIONE PER LE AZIENDE (LM-77)
Main subjects / occupational skills covered	MARKETING, STRATEGY & MANAGEMENT
Organisation providing education and training	UNIVERSITA' DEGLI STUDI DI URBINO CARLO BO
Level in EQF or national classification	Level 7

Dates	From 05/11/13 to 13/10/15.
Title of qualification awarded	SCIENZE E TECNICHE DELLO SPORT (LM-68)
Main subjects / occupational skills covered	BIOLOGY, ANATOMY, PHYSIOLOGY
Organisation providing education and training	UNIVERSITA' DEGLI STUDI DI URBINO CARLO BO
Level in EQF or national classification	Level 7

Dates	From 05/10/10 to 11/12/13.
Title of qualification awarded	SCIENZE MOTORIE SPORTIVE E DELLA SALUTE (L-22)
Main subjects / occupational skills covered	BIOLOGY, ANATOMY, PHYSIOLOGY
Organisation providing education and training	UNIVERSITA' DEGLI STUDI DI URBINO CARLO BO
Level in EQF or national classification	Level 6

Mother tongue(s) **Italian**

Foreign language(s) **English**

Self-assessment	Understanding		Speaking		Writing
European level (*)	Listening	Reading	Spoken interaction	Spoken production	
English	B2	C1	B2	B2	C1

(*) Common European Framework of Reference for Languages

Communication skills	During these years with the K-Sport company, I have learned to relate with suppliers, customers, colleagues and with company management. I have participated as a speaker in various conferences and university lessons, being able to gain experience in public speaking. Furthermore, thanks to the collaboration with the Stats Perform company (American multinational with which the company has been collaborating since 2015) I was able to understand the business dynamics in a very large company and progress in the English language during the numerous company trips.
Organisational / managerial skills	Organization for me is everything. Only through careful planning of my time I was able to graduate while working full time with large sales and customer support responsibilities. In recent years of work in K-Sport, I have followed several interns and managed the data analysis center as Head of Performance Analysis Department.
Job-related skills	I am a big technology enthusiast. For this reason, the choice of the technical institute with an IT address. I have been working in K-Sport with numbers for years, using tools such as Excel, Power BI, Tableau. One of my duties in the company is to help clients understand how to give a meaning to numbers to improve the performance of their players.
Other skills	I think one of my greatest strengths is to be very adaptable and to learn quickly. In K-Sport in these 10 years or so I have performed many functions: relationship with suppliers; relationship with customers both on the sales side and on the support side; relationship with commercial partners; intermediary between software developers and customers. Furthermore, in my numerous trips to Europe, China, South and North America and the United Arab Emirates, I learned to adapt to different cultures and mentalities.
Driving licence	Driving License B
Attachments	Abstract thesis project

A fuzzy model to analyze data in soccer

Soccer, being a highly competitive sport and a massive global business, involves substantial financial investments in player acquisitions each year. The analysis of player data plays a vital role in evaluating the potential and value of players before making significant financial commitments. In this research, we explore the application of fuzzy logic and fuzzy models in the analysis of soccer data to improve player evaluation, ultimately leading to cost savings for teams.

The work is developed in four parts. The first part deals with the importance of data in this historical period: Clive Humby, English data scientist and mathematician, created the slogan "Data is the new oil" back in 2006. Just as oil allowed for global socio-economic development between the 19th and 20th centuries, connections, technologies and data play this important role in the 21st century. Data have not only enabled and promoted social progress, but created new business opportunities, completely modified entire industrial sectors and developed new professional figures. In addition to the analysis of big data, this chapter also deals with the very current topic of artificial intelligence. Great attention is given to Chatgpt, we test it on various fields such as: creativity, translation, writing of programming code, explanation of concepts etc.

In the second part we get into the specifics, we explained the data analysis in soccer. Data analysis in soccer is crucial for gaining insights into various aspects of the game, enabling teams and coaches to make informed decisions and improve performance. It plays a vital role in understanding player performance, tactical strategies, injury prevention, and team dynamics. To collect data, technological tools and devices are employed. Tracking systems using GPS and accelerometers are used to monitor player movement and physical exertion during matches and training sessions. Camera-based systems capture video footage for detailed analysis of player actions, ball trajectories, and tactical patterns. Wearable sensors and biometric devices provide real-time data on heart rate, body temperature, and other physiological parameters. Additionally, specialized software and statistical analysis tools are employed to process and interpret the collected data, generating meaningful insights.

The third part deals with the complex and debated topic of fuzzy logic: increasingly used in the creation of smart products, initially snubbed in academic circles but which today play a fundamental role in many scientific sectors and beyond. Fuzzy logic is a way of dealing with information that is not clear-cut or definite. In traditional logic, things are either true or false, but fuzzy logic allows for degrees of truth or falsity. It's like when we say something is "kind of hot" or "a little bit cold" instead of just "hot" or "cold." Fuzzy logic uses "membership functions" to assign values that represent how much something belongs to a certain category. For example, if we're talking about the height of a person, instead of saying someone is either tall or short, fuzzy logic lets us say they are "somewhat tall" or "a bit short". Fuzzy logic also uses "linguistic variables" which are like labels that describe things in words instead of numbers. For example, instead of using the number 0.7, we might say "high" to describe a value. Fuzzy logic is helpful because it can handle situations where things are uncertain or imprecise. It's used in many areas like controlling machines, making decisions, recognizing patterns, and analyzing data. By using fuzzy logic, we can make our reasoning more flexible and closer to how humans think when faced with incomplete or fuzzy information.

Finally, in the last part, we applied a fuzzy model to soccer data: thanks to the statistics of the American company Stats Perform in this thesis we compared all the strikers of the five major European leagues, finding a simpler way to interact with data and the computer. The objective pursued in this thesis is to find a method for the evaluation of soccer players that combines different quantitative and qualitative data to then have an output list of players sorted according to how close each of them is to the criteria input data. As we have seen in the previous parts, despite the fact that artificial intelligence is present in many fields of our lives today and is able to do truly incredible things, in soccer (and in sport in general) we continue to analyze simple statistics and in the selection phase of players apply simple filters that exclude everything above/below a certain entered value. The model we presented, exploiting fuzzy logics, is able not to exclude based on the classic TRUE/FALSE Boolean logic, rather it assigns to

each record a degree of belonging to that variable which will then be "joined" through the logical operators to the other degrees of belonging to the following variables and will end up giving us in output the overall degree of belonging to all the inserted variables. The input data we have chosen are: age, height, number of goals, number of shots on goal, number of assists and games played. These data were downloaded from the online platform of Stats Perform, selecting only players with the “striker” role. We decided to take a few simple data to give a good idea of how the logic of the model works, it is obviously possible to use different parameters and a greater quantity of them, the logic will always remain the same. The model was created using Microsoft Excel. This choice is due to the fact that Excel is present on the vast majority of PCs in circulation, therefore anyone can open the file and use it without needing special IT knowledge. This work is not based on having created a template using Microsoft Excel, we could have created a program using any programming language, what matters is the idea, the algorithm, the concept that has been applied. In fact, in the third part we saw the potential of fuzzy logics and how these allow us to manage and process unclear requests. Let's imagine we are the scout of an important team and we need the list of players who have scored many goals and who are tall and young. How can a computer understand what we mean by "many goals" or understand when a player is tall or young for us? To have this list we should set a maximum age (23 years), a minimum height (190 cm) and a minimum number of goals scored (40). By doing so, a 17-year-old 197cm tall who has scored 50 goals is put on the same level as a 23-year-old 191cm tall who has scored 40 goals. Furthermore, a person who has just turned 24 is excluded from the list even though he could be very tall and be the best goal scorer. That's why we need fuzzy logic.

In conclusion, using these logics allows us to carry out research using the human way of reasoning, its natural language and therefore to have more coherent and readable outputs with what we are actually looking for. This interaction can be used in various fields, in this thesis we have addressed one of them. In the second part, we saw the process that a team should adopt in the scouting phase, we saw the pyramid that has thousands of players at its base and after the various steps (data analysis, video analysis, live analysis, interview) narrows down to the choice of the best player. Using a fuzzy model like the one we developed, scouts are able to work better in the first step, that of data analysis, and thus save time and above all money. Exactly money: what ultimately interests the team as any other company is the profits. Investing to buy assets (players) that do not offer an important return represents a failed investment, vice versa, investing to buy valuable players will allow the team to win titles and therefore have more income from television rights or even to resell the player at a lower higher and therefore make a capital gain.