

Stefano Franciosa
7 Pine Street
Topsfield, MA 01983
Telephone (978) 561-1360
sfranciosa@comcast.net

COACHING CERTIFICATIONS

- UEFA A License (Prestigious European Coaching License)
- USSF 'A' (United States Soccer Federation). This is the top soccer certification in the US
- NSCAA Premier License (class 'A' License from the National Soccer Coaches Association of America)

COACHING EXPERIENCE PROFESSIONAL

January 2014- Present

Mass United FC (American Soccer League ASL)

Massachusetts

Title: Head Men's Soccer

Record 6-2-9. Responsibility: Select soccer players, assist the club owner with players' acquisition, develop the plans for the season, hire and fire coaching staff, develop practice plans, coach team during competitions.

July 2012-August 2012

Lecco Calcio (Italy)

Lecco, Italy

Title: Head Men's Soccer

Winning percentage: 100%. During my time at Lecco the team won every game we played.

Responsibility: Select soccer players, assist the president of the club with players' acquisition, develop the plans for the season, hire and fire coaching staff, develop practice plans, coach team during competitions, hold press conferences and interviews with the news papers.

Reasons for leaving: the club got sold and the new management brought in new staff

Winter 2011-October 2011

EIF (Finland)

Ekenas, Finland

Title: Head Men's Soccer

Winning percentage: 88%. In 28 official game, between Cup and League we won 24, 2 ties and 2 losses.

Three of my players were called up to the National Team while I was coaching them.

Responsibility: Acquire soccer players, develop the plans for the season, hire and fire coaching staff, develop practice plans, coach team during competitions, hold press conferences and interviews with the news papers..

Winning percentage:

Achievements: Under my guidance the team reached the round of 36 in the Finish Cup (with 500 teams participating in the tournament beating 2 division 1 teams and losing to the eventual finalist Kups, team that was competing in the Europa Cup competition). The team finished the season in first place and got promoted with a the all time record for the club and record in the country for most goal scored in the season with a 19-1-2 record. Brought a new philosophy and playing style to the club. Developed a new philosophy and developmental environment for the younger players.

Winter 2010-Winter 2011

New Hampshire Phantoms PDL League (League below Major League Soccer)

Hampstead, NH USA

Title: Head Men's Soccer

Winning percentage: 75%. Took a team that did not have any wins the year before to a remarkable positive winning percentage with many of the same players from the previous year.

Responsibility: Acquire soccer players, develop the plans for the season, hire and fire coaching staff, develop practice plans, coach team during competitions.

Achievements: The team achieved the best season in the history of the club since joining the PDL League.

COLLEGE ATHLETICS/ COACHING EXPERIENCE

April 2008-Summer 2009

Boston College Men's Soccer (College Soccer First Division)

Boston, MA

Title: Assistant Coach

Responsibility: Responsible for working with the Men's Soccer team at Boston College, assisting in managing team practices; developing team strategies; training; coaching at games and recruiting student/athletes nationally and internationally.

Achievements: The team was ranked #7 in the Country. Earned third place during the season.

August 2007-April 2008

Bentley College Men's Soccer

Waltham, MA

Title: Assistant Coach

Responsibility: Assisted head coach in managing all aspects of the team, e.g., organizing team practices; developing team strategies; training; coaching at games and recruiting student/athletes.

Achievements: Middle of the table with a mediocre team.

Summer 2002 - 2006

Endicott College Men's Soccer

Beverly, MA

Title: Head Men's Soccer

Responsibility: Responsible for managing all aspects of the team, including recruiting student/players, organizing team practices; developing team strategies; training; coaching at games; hiring support staff; managing team equipment, and organizing community service and fundraising activities.

Achievements: Prior to my arrival, the program had a consistent losing record. In my first year, the program posted a solid record and reached play offs all 5 of the years I coached. Under my leadership the team was ranked in New England for the first time in the history of the program. Under my leadership three players received All New-England honors. The team only reached play offs once in the flowing five years I left the program.

Summer 2001 - Summer 2002

Newbury College Men's Soccer

Brookline, MA

Title: Head Men's Soccer

Responsibility: Responsible for managing all aspects of the team, including recruiting student-athletes, organizing team practices; developing team strategies; training; coaching at games; hiring support staff; managing team equipment; and organizing home game events.

Achievements: Earned the best record the team has ever had.

OTHER SPORTS MANAGEMENT/ COACHING EXPERIENCE

2006 - 2010

United States Soccer Federation - Region I Coach

Responsible for selecting players from the State Team for the Regional Team, training, team management, as well as selecting players for the US Youth National Team.

September 2004 – June 2008

New Hampshire Olympic Development Program (ODP)

Title: Head Coach Boy's Soccer

Responsibilities: Responsible for managing of all aspects of the team and recruiting players into the state's ODP for soccer, including, organizing team practices, developing team strategies, running practice sessions, coaching at games and tournaments, and maintaining team equipment. Develop players for the Regional Program.

Achievements: Developed the larger number of players to advance to the Regional program of the last 10 years.

June 2002-Present

President and CEO of premier Soccer Club (GPS NS)

Responsible for starting a for-profit soccer club, raised funds to get the club off the ground, recruited players, recruited and hired staff (currently managing a staff of 60), and secured facilities for team practices and games. Responsible for the growth and success of the club in last ten years: the club currently has 400 players and 60 staff members (4 full time 36 part time and 20 volunteers). With this program I won 4 state titles, reached the National Finals in the Super Y League and I have developed several youth players into fine young man and women that are playing Division 1 College soccer, as well as Division 2 and 3 College and at the professional level.

June 2000-Present

President and CEO of Massachusetts-based soccer camp

Responsible for starting a soccer camp business that enrolls between 800 and 1,000 kids each year. Responsible for all aspects of the business: including business planning, marketing, development of relationships with local sports organizations, camp operations (including coaching and safety), coach recruiting and training, and overall business growth strategy, as well as financial management and budget planning.

June 2009-2014

Owner of Indoor Sports Facility – North Shore Soccer Arena

Responsible for creating a 60,000 square foot building and 1,350 bleacher seating indoor facility in Topsfield Massachusetts. Responsible for all aspects of the day to day operation, including initial fundraising, oversight of construction and installation of a seasonal artificial grass field in a multi-purpose complex, team league organization, community outreach, special event planning, management of college combine (showcase) tournaments, oversight of sports training and coaching, and operations management, including financial management and budget planning.

EDUCATION

B.S., Sport Fitness and Leisure, Concentration in Coaching with Double Minor in Biology and Business (graduated in 3 years)

SALEM STATE COLLEGE, Salem, MA - summa cum laude (*cumulative GPA: 3.9*)

COMMUNITY SERVICE

Fall 2009 - present

Founded scholarship campaign to assist financially challenged families with tuition costs for elite youth athletic programs

Fall 2003 – Spring 2006

Director of Topsfield Youth Soccer

2001-2009

Kicks for Kids, started complementary soccer-based clinics for North Shore youth

1999-2001

Volunteer in peer tutoring program (while attending Salem State College)

LANGUAGES & COMPUTER SKILLS

- Fluent in English, Italian, Spanish
- Proficient user of all basic Microsoft Office products: Word, Excel, Outlook, PowerPoint, etc.
- Proficient user of Quickbooks for financial budgeting and accounting
- Intermediary user of Dreamweaver MX (in the initial seven years, I had been primarily responsible for the maintenance and updating of my business' website on daily basis)