PERSONAL INFORMATION

Emmanuel M.S.C. Crova

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Sex Male | Date of birth 21 Sep 1993 | Nationality Italian

WORK EXPERIENCE

1 Feb 2016–Present

CEO & Solution Manager

EMAT Digital Marketing, Sestri Levante (Italy)
www.ematdigitalmarketing.com

EMAT Digital Marketing was born from two friends partnership: we both loved the web and we had different skills: Matteo was proficient in Graphic User Interface, I was mostly oriented in Web development. We gained an excellent confidence in Data Analysis e Market Discovery working toghether. Later on, together with our company growth, we succeeded in enlarging our team to fill the gap in the commercial sector.

Digital marketing's objective is to promote brands, build preference, engage with customers and increase sales through various digital marketing techniques. It is embodied by an extensive selection of service, product and brand marketing tactics, which mainly use the Internet as a core promotional medium, in addition to mobile and traditional TV and radio.

Business or sector Information and communication

1 Jul 2018–Present

Chief Technical Officer

BookYourBeach S.r.l., Chiavari (Italy)
www.bookyourbeach.net

I am the executive in charge of BYB's technological needs as well as its research and development (R&D).
I develop policies and procedures and I use technology to enhance the product and the service that focus on external customers.
I also develop strategies to increase revenue and I perform a cost-benefit and return-on-investment analysis.

I may envision In my role how technology will be used within the company while setting the technical strategy for it. As a Planner-CTO I also look at how to further implement new technologies within the company to ensure its success.

19 Jan 2018–Present

CEO & Solution Manager

EFFEX network S.r.l., Sestri Levante (Genova)
www.effex.network

EFFEX network was born from the collaboration between some communication agencies specialized in different sectors. We cover any aspect and every digital need of your business, from photography to web design, from business management to digital marketing and much more, in order to offer tailor-made solutions.

EFFEX Network S.r.l. is registered in the special register of italian Innovative Startups as #8456 for whole Italy, and as #157 in Liguria.

Business or sector Information and communication

Oct 2018–Present	**Senior Photographer**
	Airbnb

Beautiful photography is essential to success at Airbnb. Professional photos help our guests visualize Airbnb's unique spaces and help our hosts showcase their listings. Airbnb loves photography that captures homes in a natural way. The goal of our photography is to set correct expectations for our guests, rather than make the home appear brighter or larger than reality.

The photography team at Airbnb has developed an in-depth set of style guidelines for our listing photography so that hosts all around the world can expect the same exceptional style and quality from every photographer.

Responsibilities:
- Partner with Airbnb hosts to schedule and photograph assigned listings
- Photograph interiors, exteriors, unique details and environmental portraits
- Provide minimal interior styling during the photo shoot
- Retouch raw files to meet Airbnb's specific photography style
- Regular email communication with our San Francisco-based photography team

Jun 2014–Present	**Director and chief executive**
	E|C photography ©, Sestri Levante (Italy)
	http://ph.emmanuelcrova.it/

Main photographer and Coordinator

Aug 2014–Present	**Events managing director**
	Zunami Events (Italy)
	www.zunamievents.com

Event manager is the person who plans and executes the event, taking responsibility for the creative, technical and logistical elements. This includes overall event design, brand building, marketing and communication strategy, audio-visual production, scriptwriting, logistics, budgeting, negotiation and client service.

Business or sector Arts, entertainment and recreation

Jun 2011–Present	**Senior Photographer**
	Studio Immagine, Rapallo (Italy)

Experience with every sort of sport photography, events and wedding photography

Nov 2018–Jan 2020	**Senior Photographer**
	Kodakit

Kodakit connects photographers all around the world to jobs with global companies.
SCHEDULE
Jobs are broadcasted to nearby photographers. You can pick up as many gigs that come your way as you'd like, or decline them if you are busy.
GO SHOOT
When we book a client in your area, you'll receive an online overview of the creative brief, so you can just head to the shoot without negotiating deliverables or art direction.

29 Apr 2017–Aug 2019	**Photographer**
	Foto Bouquet, Bologna (Italy)
	www.fotobouquetbologna.com

Our photographic services are intended to go beyond. The wedding photographer's philosophy is to overcome the expectations of each couple for their marriage; Our photographic services always offer you something extra: a special promotion, a last second offer, a tribute to your guests, an unexpected surprise or an unexpected thought, like a smile stolen to the bride taken from a secret photo shot at your wedding cerimony. The success of our photographic services for the wedding photographer is simply to capture the light shining in your eyes on that special day, the spark that the wedding photographer will reflect on the photos and videos we deliver to you, showing you all your joy , Your

shyness, your charm and the emotion of your new life that begins now, together. Our only goal is to make the memory of your marriage with our photographic services even more unforgettable and memorable than it already is, not only in the heart and in the memory, but also in the albums and dvds you will clasp in your hands, whose you don't even think how many times you will be looking at, whose you will never get bored of, because they are and will always be the sheer guardians of your promise of eternal love.

Business or sector Professional, scientific and technical activities

May 2013–May 2018	**Venue Scout**

SportsData AG

We are one of the world's leading suppliers for sport-related live data. Our system is based on our unique, fully automated data extraction and supervision technology for highest quality standard, combined with a complex scout and video signal monitoring system.

We are currently providing the most reliable live sports data available worldwide for all relevant distribution channels.

We have got our own network with 2500 scouts worldwide, who forward us live statistics directly from the venues.

15 Oct 2015–14 Oct 2016	**Commercial Photographer**

GenovaStudio, Genova (Italy)

Photography services for catalogs, brochures, printed descriptive or local promotion. The prevailing photographic genre is still life, the creation of images in a study, in addition to a minority of location shooting and animated shooting (ie people). Performing services in relation to these categories: Food, Industry, Tourism, Handicrafts, Weddings, Book

16 May 2015–20 Oct 2015	**Webinar Director**

FreeNauta Talent Center (Italy)
http://www.freenauta.it

Comunity of personal development where you can meet other people with the common target of creating, sharing and try personalized maps, useful to win your challanges.

I was the conductor of the Webinar and coordinate and manage multiple speakers. I care about managing exchanges, monitoring times, favoring interventions and facilitating the transition from one role to all, from a presentation to all the others.

Business or sector Education

14 Jul 2014–31 Dec 2014	**Journalist**

Stadio24.com, Vercelli (Italy)

Sport Columnist who write most about italian Serie B and LegaPRO focusing on Referee point of view

Business or sector Information and communication

EDUCATION AND TRAINING

20 Sep 2012–Present	**Electronic Engineering** EQF level 6

Università degli Studi di Genova, Genova (Italy)

Actual skills and competences:

- Digital System Electronics
- Fundament of Programation (C, C#)
- General Physic
- Mathematic 1
- Mathematic 2
- Circuit Theory

- Telematics and Internet Technology
- Signals and electromagnetic fields
- Mathematic 3
- Architecture of electronic systems
- Signal and System for Telecomunications
- System Theory
- Databases
- Control Theory
- Chemistry
- Embedded system control
- Business management
- Digital signals processing and transmission
- Business management
- Advanced Programming languages

| 17 Sep 2007–2 Jul 2012 | **Diploma di maturità** | EQF level 4 |

Liceo Scientifico G. Marconi, Chiavari (Italy)

- Basi di Matematica
- Fisica
- Chimica
- Letteratura (italiana/inglese)
- Filosofia
- Storia

PERSONAL SKILLS

Mother tongue(s)   Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C2	C1	C1	C1
	PET (B1) FIRST (B2)				
French	B1	B1	A1	A2	A2
Spanish	B1	B1	A1	A1	A1
Croatian	A2	A1	A1	A2	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

- Good communication skills (obtained thanks to numerous trips around the world made since I was child, which allowed me to compare with diametrically parallel reality)
- Good ability to give orders (obtained thanks to a high number of events which I organized) and supervise other's work

Organisational / managerial skills

- Leadership (several times at the head of groups up to 10 people in various fields, the most important operating a journalistic blog, with some printed version issue, in the role of managing editor. Noteworthy my experience as event organizer and event manager has improved my ability to make hard and strong decision under pressure, during an ongoing event)
- Organizer (always selected as organizer of travels by groups even higher than 20 units, thanks to

the extensive experience gained in e-marketing over the years)

Job-related skills
- Good knowledge in quality controlfield (I was responsible in my field)
- Good knowledge in e-learning sector (online skills teaching to thirds)

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

ICDL

- Excellent knowledge within the scope of Windows operating system, Android and iOS;
- Basic kwnowledge within the scope of Linux and MacOS operating systems;
- Appropriate knowledge of C and C#;
- Appropriate knowledge of Java and Android programming suite;
- Appropriate knowledge of SQL;
- Skilled in Signal Processing, Video / Photo Editing;
- Good knowledge of HTML, PHP, CSS;
- Extensive knowledge of Wordpress Web platform;
- Extensive knowledge of Adobe suite;

Driving licence   AM, B

ADDITIONAL INFORMATION

Projects   **Vodafone Redy - Everything under your control**

Partnership with Vodafone Italia on 12-13/04/16.

Key target: Create a user assistance reality able to help the customer to obtain a worry-free experience in usage of their mobile data, avoiding them beeing scared from paying more because of this.

When you think about application development, you must guess the key role it has to cover once avaiable to thousands of people: you want your final customers to be happy e satisfied by what you have created, this is going to make the app representing the brand, a very useful way to get confidence form the vastity of customers and why not, you can think about a economic income consequent to user happiness.

We tried guessing out what in real life may show a worry-free fact to reach this grade of satisfaction. We get the conclusion to work around the idea of a manager which employs a secretary to reduce his stress caused by a variety of schedule and things to be done; Redy, our project, promises to do this for every Vodafone customer.

Projects   **Indoor WiFi Fingerprinting**

Partnership with University of Genua on early 2016.

Android app development. Used to enstablish a estimated position (x,y) of the user within an indoor environment using a deterministic WiFi fingerprinting algorithm based on triangulation with some access point.

For the Wi-Fi fingerprint, Wi-Fi access point with the highest received signal strength (RSS) is denoted as the important access point. At the localization stage, the fingerprints are chosen with the same important access points (IAP) as the estimated fingerprint from the database. Then, the distance and the AP repetition of the fingerprints are used to calculate the similarity degree. The location of the fingerprint which matches the estimated fingerprint well can be regarded as the estimated location.

Courses	**Workers seafty general training**

Memberships	**Member of A.I.A.** *(Italian Referee Association)*

Rank:
12-2009 / 12-2011: Provincial Referee
01-2012 / ongoing: Regional Referee
Roles:
07-2012 / 06-2016: Technical Area Manager
07-2017 / ongoing: Associates Director