



## Alejandro David Xena

Birthdate: December 30th December 1985

Caracas, Venezuela

Phone number: +34653323248 / +584122165612/ +16032649237 Email: [Alejandroxenab@gmail.com](mailto:Alejandroxenab@gmail.com)

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-Application of all the knowledge and skills learned over the years and apply them into a daily basis in sports industry, I have been preparing myself for a position in professional sports where I can grow as a professional and keep gaining experience.

- Experience in Baseball Operations in the Venezuelan and Mexican Winter League based on team structure, contract negotiations, scouting native and imported players, day to day operations and advising front office staff on baseball decisions.

### Education:

-High School: U. E Colegio El Angel, graduated in August, 2004.

- Certified in International Business Law , UCM , Madrid 2007.

- Certified in Global , and Marketing Law , UCM, Madrid, 2008

-College: Law school Degree from Universidad Central de Venezuela, graduated in november, 2009.

- Master in Sports Law and Jugement , graduated in Madrid ( ISDE) 2011. - Master in Maritime Law and International Commerce (UCV) (2012) .

- Sport Administration in Barry University , Florida, Us ( 2013)

Knowledge and Skills: -Fluent English and Spanish.

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-Fluent Portuguese.

-Efficient in Windows Operating System and Microsoft Office.



-Solid Communication skills

-Steady Human Relationships Internships and Seminars

- – Major League Baseball Office in Venezuela (five month). (September 2009).
- – Summer internship in the FC Barcelona Operations Department
- – 40 day internship in True Gravity Baseball, Baseball Representation Agency in Texas,

USA

(August – September 2013)

- – Sports Management MBA in UNIBE with ULEAGUE Cooperation, Florida 2015.

Work references:

**Cofounder of Sports Pro Services Agency ( Atlanta)**

We are passionate about providing and optimal representation Service for Baseball Players personalized attention for the benefit of our clients.

**Generales de Durango LMB:** Director of International Baseball Operations and Relations

- – Update the statistics for our bats video software .
- – Make the deals with all of the players and other uniformed personnel in the organization.
- – Day to day operations. Roster Management , transactions.
- – Dessing strategies to make the club better in specific needs to present to the Gm.
- – Write really technical reports that break down every detail of the hitter or pitcher but at first

focus on the very basics.

1. **Yaquis de Obregon of Mexico Winter League** – Scout Advanced October 2019- Actually
  - – Contract negotiation with native and imported players
  - – Schedule analysis previous to the season
  - – Scouting the opposite imported players of the other clubs to compare quality and level.
  - – Day to day operations: Roster management, transactions.
  - – Communication to the General Manager and directive board of all the movements.

Design strategies to make the club better in specific needs to present to the GM

**Bravos de Margarita of the Venezuelan Winter League** – Assistant Baseball Operations

July 2017 – Juli 2019

Responsibilities:

- – Contract negotiation with native and imported players
- – Schedule analysis previous to the season
- – Scouting the opposite imported players of the other clubs to compare quality and level.
- – Day to day operations: Roster management, transactions.
- – Communication to the General Manager and directive board of all the movements.
- – Design strategies to make the club better in specific needs to present to the GM.

**London Majors**– Canada Assistant of General Manager – December 2016- Present

Responsibilities:

- – Structure and coordination of the club
- – Scout and supervise the development of the players in the League (AA) and the

Prospects in

the Academy Level of Toronto

the

- – Be the connection point with the MLB organizations and international baseball clubs for

organization.

- – Coordinate the Advanced scouting logistic

**Gigantes de Rivas Winter League –Area Scout** – December 2015 – August 2017 Responsibilities:

- – Coverage and Evaluation of the East side of the country.
- – **MLB Certified Agent of Agency Sportsproservices- Texas 2014- currently**

Personal References:

Eddie Diaz – Scout of Tampa Bay Devil Rays/ GM Yaquis de Obregon Phone. 713. 376.7093

Nelson Poggioli MLB Venezuela Represent , Baseball Operations Bravos de Margarita Phone  
+584244006117



Oswaldo Troconis Scouting Supervisor, Oakland Athletics Phone. +58 4168158288

Raul Gonzales Scout New York Yankees , Mayos de Navojoa

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Phone. +52119818291115

Ruben Escalera Scout of Oakland Athletics , Gm of Cangrejeros de Santurce Phone.  
+17875253066

Doug Mathis – AA Pitching Coach Seattle Mariners Phone. 4802132074

Brendan Harris, AA Batting Coach, Angels of Anaheim Phone. 918.812.0903

Reynaldo Ruiz – A Manager , Tampa Bay Devil Rays- Bravos de Margarita Phone.  
+1239.530.8424

Roop Chandertat General Manager of London Majors – Canada