

# FRANCESCO MANU

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## EFFECTIVE • BRAVE • TIREDLESS

*These are most likely the words that best describe me.*

Since 2006, he has achieved five successful exits, generating over 150 million in global turnover, with a peak annual revenue of 29.4 million. His ventures span diverse sectors, including IT, hospitality, construction, hospital heating, food, consultancy, football, import and export, music, and entertainment. He holds six master's degrees, with the most recent two awarded by Columbia University and MIT in Boston, where he received a prestigious prize and the honor of exhibiting one of his publications, "Negotiating Matrix."

At the age of 8, he programmed his first HTML page, and by 13, he had launched his first web business. At 16, he obtained a special permit allowing him to attend university lectures in Pure Mathematics as a non-enrolled student. Despite a profound love for numbers and significant dyslexia, he was diagnosed in adulthood with Asperger's syndrome, classified as "Twice Exceptional," and possesses an IQ of 142.

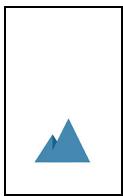
At the age of 19, he embarked on his entrepreneurial journey in earnest by acquiring a stake in a technology company, and he has been unstoppable ever since.

## JOB HISTORY

		2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012/06
Abitare	CEO														
Grafologo Forense	Consultant														
PURPLE Records	CEO														
Techome	CEO														
SINNERS Club	Co-Owner														
KARLHEINZ	Producer														
HYPER Energy	CEO														
Monastero dei Santi	Co-CEO														
KEFMAN	CEO														
Personal coach - Mentor	Teacher														
iLab – University LUISS	Teacher														
Antico Forno Cotugno	CEO														
Kpi6	Co-Owner														
Omniasta	BOD														
Pubster	Co-Owner														
NUTRIS	Chairman														
ASD Sulmona Calcio	Co-Owner														
NABLA	Product Manager														



## ACTUAL WORK EXPERIENCE



### Abitare

March 2024 – Current (Italy)

#### CEO

*Building and construction*

From design to construction in creating home automation and technological spaces



### PURPLE Records

January 2024 – Current (Italy)

#### CEO

*Label and Music Production*

International record label and music production



### Techome

September 2023 – Current (Italy)

#### Co-Owner

*ICT*

IT company for software development and technological human resources



### SINNERS Club

July 2023 – Current (Italy)

[www.sinnersclub.it](http://www.sinnersclub.it)

#### Co-Owner

*Club*

Dinner Club and live music show



### KARLHEINZ and ART STUDIO

January 2019 – Current (Italy)

[www.karlheinz.com](http://www.karlheinz.com)

#### CEO

*Music Productio, Events and Studio*

International DJ and performance, with ART STUDIO.



### Monastero dei Santi

January 2018 – Current (Italy)

[www.monasterodeisanti.it](http://www.monasterodeisanti.it)

#### Co-CEO

*Hotel and Luxury Suites*





In 1200 San Domenico himself decided to build the monastery here, in honor of that event that established the fate of the world and probably of Christianity itself. Today we can admire exactly the same panorama of 2200 years ago from the hotel terraces and relive at sunset the same emotions experienced by Hannibal at the time thanks to the beauty of Rome which has remained unchanged over the centuries and millennia.



### **Kpi6**

*February 2016 – Current (Italy)*

[www.kpi6.com](http://www.kpi6.com)

#### **Co-Owner**

*Big data social media consulting*

*Listen. Predict. Decide. The Social Media Monitoring suite that helps you grow a data-driven business.*



## **PAST WORK EXPERIENCE**



### **HYPER Energy**

*January 2017 – 2021 (Italy)*

[www.hyperenergy.it](http://www.hyperenergy.it)

#### **CEO**

*Energy efficiency*

Hyper is able to design and implement systems for the production and distribution of energy ensuring, also through the use of innovative technologies, a final product characterized by maximum plant reliability and functionality as well as the highest energy efficiency.



### **Omniasta**

*January 2016 – 2018 (Italy)*

[www.omniasta.it](http://www.omniasta.it)

#### **Board of Director**

*Judicial auctions*

*Platform of judicial auctions of real estate civil and commercial properties.*



### **Pubster**

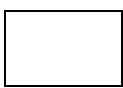
*December 2013 – 2019 (Italy)*

[www.pubster.com](http://www.pubster.com)

#### **Co-Owner**

*Entertainment and loyalty*

*Pubster is an italian startup founded in 2013 in Rome by four professional startuppers anxious to combine business and fun. It represents an innovative customer loyalty tool in the entertainment field.*



### **KEFMAN**

*January 2013 – 2020 (Italy)*

**KEFMAN ::**



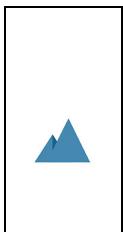


[www.kefman.com](http://www.kefman.com)

**CEO**

*Global Management Consulting*

Management consulting firm specialized in Business development and Business idea development servicing both public and private clients



**Antico Forno Cotugno 1954**

*March 2016 – 2020 (Italy)*

[www.anticofornocotugno.it](http://www.anticofornocotugno.it)

**CEO**

*Food*

Producer of bread, culinary excellence and bakery specialties company.



**NUTRIS S.c.a.r.l.**

*April 2013 – Dicember 2014 (Italy)*

[www.nutris.it](http://www.nutris.it)



**Co-Founder • CEO**

*Consortium company for industry and food service production*

Food Consortium of producers and distributors supplying B2B >1000 customers with ~5000 references, nationwide capillary logistics system hub, exclusively marketing a few national brands and private labels.



**A.S.D. Sulmona Calcio 1921 S.r.l.**

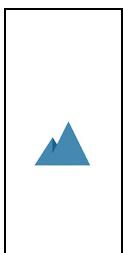
*July 2013 – January 2014 (Italy)*

**Co-Owner • CEO**

*Sports club football - League PRO D Series*



The A.S.D. Sulmona Calcio 1921, simply known as Sulmona Calcio, is an Italian football club based in the city of Sulmona (AQ). In the 2013-2014 season, after eighteen years of absence, the club played in the Italian "Serie D".



**NABLA S.r.l.**

*September 2006 – December 2013 (Italy)*



**Co-Owner • Product & Sales Manager**

*ICT - Information Communication Technology*

Constantly aiming to total quality, Nabla had the opportunity to gradually improve supply chains stability, systems reliability, new technologies, services quality, partnerships with manufacturers for important public and private clients.

**TEACHING**



**Personal coach and Mentor - Negotiation**

*September 2014 – Current*





## **iLab – LUISS University (Rome)**

*September 2015 – 2025*

[www.ilab.luiss.it](http://www.ilab.luiss.it)

*Business Development Mentor*

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## **BOOKS**



### **Wandelsein – Essere nel cambiamento**

*ISBN: 9798292902287*

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### **Guernica, nove voci per un grido**

*ISBN: 979-8283565668*

<https://a.co/d/fkFbUa6>

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### **Paradosso di Eikasia**

*ISBN: 979-8314174432*

<https://amzn.eu/d/c8XVPLV>

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### **Metonimia della memoria: BST, tre memorie per la definizione di noi nel mondo**

*ISBN: 979-8310220782*

<https://amzn.eu/d/djHPiSc>

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### **OLTRETEMPO – Cenni, appunti n.1**

*ISBN: 979-8309432356*

<https://amzn.eu/d/igTxAUD>

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### **Sentivo solo il rumore dei miei passi**

*ISBN: 979-8303272634*

<https://amzn.eu/d/hOJBrEA>

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### **Un deposito per un granello di sabbia**

*ISBN: 979-8305350265*

<https://amzn.eu/d/67lQfWt>

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## **PUBLICATIONS**





### Matrice negoziale

[www.academia.edu/31877702/Titolo\\_Matrice\\_negoziiale](http://www.academia.edu/31877702/Titolo_Matrice_negoziiale)

The negotiation matrix is a operating model for manage a negotiation, It can use for understand the real position that you are.



### Teoria della relatività economica

[www.academia.edu/22555981/Titolo\\_Teoria\\_della\\_relativit%C3%A0\\_economica](http://www.academia.edu/22555981/Titolo_Teoria_della_relativit%C3%A0_economica)

The economic relativity develops when the parameters on which you can count on in order to determine values and develop strategies are no longer stable. Hence I represent the market as the entirety of all possible equilibria. The different position of the surface representing the market and the points forming it are defined through the ISA Model.



### Matrice Organizzativa

[www.academia.edu/19837171/Matrice\\_Organizzativa](http://www.academia.edu/19837171/Matrice_Organizzativa)

Time management method for tasks planning.



### Modello ISA (Insieme Strategico d'Affari)

[www.academia.edu/10149458/Modello\\_ISA\\_Insieme\\_Strategico\\_dAffari](http://www.academia.edu/10149458/Modello_ISA_Insieme_Strategico_dAffari)

The fundamental idea that sparked the beginning of this experimental study is extremely simple: give a definition of the business concept that is thorough and precise as it is based on parameters and mathematical models. The begins of Model ASA Model SBS (Strategic Business Set). The introduction of the publication has been translated in: Italian, English, Chinese, German, Arabic, Spanish and Japanese.



### Problem Solving Matematico

[www.academia.edu/10146012/Problem\\_Solving\\_Matematico](http://www.academia.edu/10146012/Problem_Solving_Matematico)

Mathematical methods for problem solving, with examples of business cases.



### Database Management System - Basi di Dati

[www.academia.edu/11324642/Database\\_Management\\_System\\_-\\_Basi\\_di\\_Dati](http://www.academia.edu/11324642/Database_Management_System_-_Basi_di_Dati)

DBMS - Database Management System are computer software applications that interact with the user, other applications, and the database itself to capture and analyze data.



### Petri Nets - Business Processes

[www.academia.edu/10599323/Modellizzazione\\_dei\\_processi\\_-\\_Rete\\_di\\_Petri](http://www.academia.edu/10599323/Modellizzazione_dei_processi_-_Rete_di_Petri)

A Petri net is one of several mathematical modeling languages for the description of distributed systems

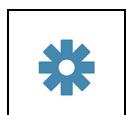


### EVA (Economic Value Added)

[www.academia.edu/9990509/EVA\\_-\\_Economic\\_Value\\_Added](http://www.academia.edu/9990509/EVA_-_Economic_Value_Added)

Method of calculation of the parameter EVA

## PERSONAL SKILL AND COMPETENCE



### VIS – Grafologia Forense

2025



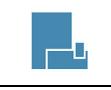
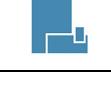
### UNI D – Grafologia Forense

2024



	<b>MIT – Massachusetts Institute of Technology (Boston)</b> 2017 Negotiation for Executives	
	<b>CBS - Columbia Business School (New York)</b> 2016 Negotiation Strategies	
	<b>AltaLex (Rome)</b> 2015 Master - Corporate Law	
	<b>SDA Bocconi School of Management (Milan)</b> 2014 General Management and Business Success	
	<b>EUI – École Universitaire Internationale (Rome)</b> 2017 Course - Hostage Negotiation	
	<b>University of Michigan (Coursera - Verified)</b> 2015 Course - Successful Negotiation: Essential Strategies and Skills	
	<b>College "AM Language Studio" (Sliema/Malta)</b> 2015 General/Business English	
	<b>University "La Sapienza" (Rome)</b> 2005 – 2007 Faculty of Pure Mathematics	
	<b>State Institute "Galileo Ferraris" (Rome)</b> 2001 – 2005 Industrial expert specialized in electronics and telecommunication	

## AWARDS

	<b>Prize awarded to the best students "Ministries of Education"</b> 2004 – 2005
	<b>Winner of scholarships "Fondazione ENASARCO"</b> 2002 – 2003 – 2004 – 2005
	<b>National Competition in Electronics and Telecommunications (Genoa)</b> 2004 - Classified 4 <sup>th</sup>



**World Mathematics and Logic Games Contest (Milan)**

2004 - Classified 36<sup>th</sup>

**National Mathematics and Logic Competition (Rome)**

2002 - 2003 - Classified 2<sup>nd</sup>

**LANGUAGES**

**Italian** - Native Language



**English** - Full professional proficiency

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