

FRANCESCO MANU

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EFFECTIVE • BRAVE • TIRELESS

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

Co-Owner

Club

Dinner Club and live music show



KARLHEINZ and ART STUDIO

January 2019 – Current (Italy)

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

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 2220 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

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

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

Board of Director

Judicial auctions

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



Pubster

December 2013 – 2019 (Italy)

www.pubster.com

Co-Owner

Entertainment and loyalty

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



KEFMAN

January 2013 – 2020 (Italy)



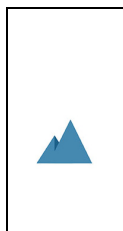


www.kefman.com

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

CEO

Food

Producer of bread, culinary excellence and bakery specialties company.



NUTRIS S.c.a.r.l.

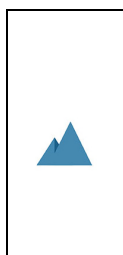
April 2013 – December 2014 (Italy)

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.



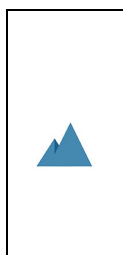
A.S.D. Sulmona Calcio 1921 S.r.l.

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)

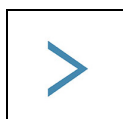
Co-Owner • Product & Sales Manager

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*Business Development Mentor***BOOKS****Wandelsein – Essere nel cambiamento***ISBN: 9798292902287***Guernica, nove voci per un grido***ISBN: 979-8283565668*<https://a.co/d/fkFbUa6>**Paradosso di Eikasia***ISBN: 979-8314174432*<https://amzn.eu/d/c8XVPLV>**Metonimia della memoria: BST, tre memorie per la definizione di noi nel mondo***ISBN: 979-8310220782*<https://amzn.eu/d/djHPiSc>**OLTRETEMPO – Cenni, appunti n.1***ISBN: 979-8309432356*<https://amzn.eu/d/igTxAUD>**Sentivo solo il rumore dei miei passi***ISBN: 979-8303272634*<https://amzn.eu/d/hOJBrEA>**Un deposito per un granello di sabbia***ISBN: 979-8305350265*<https://amzn.eu/d/67lQfWt>**PUBLICATIONS**



Matrice negoziale

www.academia.edu/31877702/Titolo_Matrice_negoziale

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

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_Organizzativaxp

Time management method for tasks planning.



Modello ISA (Insieme Strategico d'Affari)

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

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

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

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

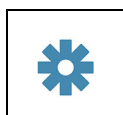


EVA (Economic Value Added)

www.academia.edu/9990509/EVA_-_Economic_Value_Added

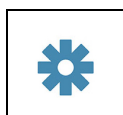
Method of calculation of the parameter EVA

PERSONAL SKILL AND COMPETENCE



VIS – Grafologia Forense




2025






UNI D – Grafologia Forense

2024



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

AWARDS

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





World Mathematics and Logic Games Contest (Milan)

2004 - Classified 36th



National Mathematics and Logic Competition (Rome)

2002 – 2003 - Classified 2nd

LANGUAGES



- **Italian** - Native Language



- **English** - Full professional proficiency

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