

# FRANCESCO MANU



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## EFFECTIVE • BRAVE • TIRELESS

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

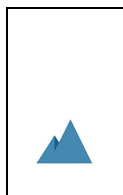
He has generated a total value exceeding 180 million euros, with a peak annual turnover of 29.4 million euros. His ventures have operated across a wide range of industries, including technology, hospitality, construction, art, food, consultancy, football, import-export, music, and entertainment. He holds eight postgraduate master's degrees, two of which were awarded by Columbia University and the prestigious MIT in Boston. In addition to receiving a highly significant accolade, he had the honor of exhibiting one of his most remarkable publications, "Negotiating Matrix." From a young age, he demonstrated extraordinary talent: at eight years old, he programmed his first HTML webpage, and by thirteen, he had already launched his first online business. At just sixteen, distinguished in several mathematics competitions with his best placement being 36th in the world and first in Italy, he obtained a special permit allowing him to attend Pure Mathematics lectures at La Sapienza University in Rome as a non-enrolled student. Diagnosed with Asperger's syndrome, classified as "Twice Exceptional," and possessing an IQ of 142, he chose to dedicate himself with perseverance and determination to entrepreneurship starting at the age of 19, a time when he embarked on his serious investments and pursuits with relentless energy. Today, he is recognized as a serial entrepreneur, a metaphysical mathematician, negotiator, theorist, university lecturer, master, anarchist, electronic enthusiast, collector, tattoo artist, aphorist, DJ, punk, music producer, writer, painter, and forensic graphologist — an eclectic and unconventional soul, with a brilliant mind and an indomitable creative spirit

## JOB HISTORY

		2025	2024	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012/06
BIANCO	CEO														
Alum	CEO														
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



### BIANCO

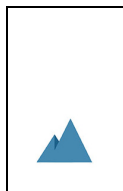
June 2025 – Current (Italy)

#### CEO

Art private space

It is an artistic space that includes interdisciplinary and expressive subjects

BIANCO



### Alum

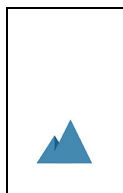
April 2025 – Current (Italy)

#### CEO

Jewelers

Jewelry creations entirely handmade and made of aluminum

ALUM



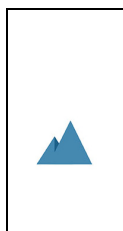
### Abitare

March 2024 – Current (Italy)

#### CEO

Building and construction

From design to construction in creating home automation and technological spaces



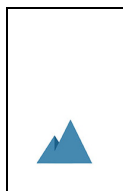
### PURPLE Records

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 Music Studio**

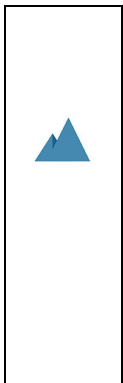
January 2019 – Current (Italy)

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

**CEO**

*Music Production, 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 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](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 startupper 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](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

KEFMAN .:



### 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 – December 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)

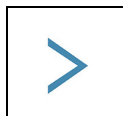
**Co-Owner • Product & Sales Manager**

*ICT - Information Communication Technology*

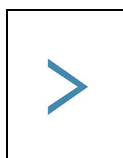
Constantly aiming to total quality, Nabla had the opportunity to gradually improve supply chains stability, systems reliability, new technologies, services quality, partnerships with manufacturers for important public and private clients.



## 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

## BOOKS

**Wandelsein – Essere nel cambiamento**

ISBN: 9798292902287

**Guernica, nove voci per un grido**

ISBN: 979-8283565668

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

**Paradosso di Eikasias**

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/i9TxAUD>





### **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](http://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](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\\_Organizzativaxp](http://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](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

	<b>University “Pegaso” – Philosophy and ethics (specialization in AI)</b> 2025 Mathematical metaphysics	
	<b>Grupo Terraco Formación (Madrid)</b> 2025 Master's Degree in Clinical Neuropsychology	
	<b>Drawing Academy “VIS”</b> 2025 Specialization in tattoos	
	<b>University “UNI D”</b> 2024 Forensic Graphology	
	<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	





### **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<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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