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EFFECTIVE • BRAVE • TIRELESS

These are most likely the words that best describe me.

With the genuine inner belief of having founded a computer company called "Matek" (Manu Technology), I published my very first web project, programmed in a simple HTML, at the age of 8. I eventually ended up launching my first real entrepreneurial business when I was 19. Since then, I have been successfully leading various enterprises in different industries. This initiative of mine already revealed itself a few years before. In fact, as a result of the excellent placing obtained in both Italian and international mathematics competitions, a professor at the University "La Sapienza" (to whom I am very grateful and who later became a friend) granted me the exceptional opportunity to attend his classes, allowing me to experience the academic world when I was only 16 years old. This contributed to increase my passion and desire to pursue this path. Before then, I must admit that until the age of 14, I was not too brilliant at school because of my dyslexia. Furthermore as an adult, I was diagnosed with the syndrome known as Asperger "Twice Exceptional" with an IQ of 142, which is a high-functioning autism. However, thanks to my skills and passion in the field of mathematics and economics, I am able to develop, implement and pursue my business model every day, in my own firm as well as for the companies to which I offer my service as an advisor.

		2017	2016	2015	2014	2013	2012	< - >	2006
KEFMAN	CEO								
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



KEFMAN

January 2013 – Current (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

KEFMAN ::



Antico Forno Cotugno 1954

March 2016 – Current (Italy)

www.anticofornocotugno.it

CEO

Food

Producer of bread, culinary excellence and bakery specialties company.



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.***Pubster***December 2013 – Current (Italy)*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.*

pubster

**Omniasta***January 2016 – Current (Italy)*www.omniasta.it**Board of Director***Judicial auctions**Platform of judicial auctions of real estate civil and commercial properties.***PAST WORK EXPERIENCE****NUTRIS S.c.a.r.l.***April 2013 – Dicember 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.*NUTRIS[®]**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 2012 (Italy)

Co-Owner • Product & Sales Manager

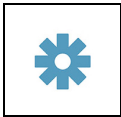
ICT - Information Communication Technology

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.



PERSONAL SKILL AND COMPETENCE

MASTERS AND SPECIALIZATIONS



MIT – Massachussets Institute of Technology (Boston)

2017

Negotiation for Executives



CBS - Columbia Business School (New York)

2016

Negotiation Strategies



AltaLex (Rome)

2015

Master - Corporate Law



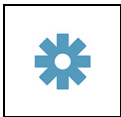
SDA Bocconi School of Management (Milan)

2014

General Management and Business Success



COURSES



EUI – École Universitaire Internationale (Rome)

2017

Course - Hostage Negotiation



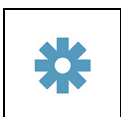
University of Michigan (Coursera - Verified)

2015

Course - Successful Negotiation: Essential Strategies and Skills



UNIVERSITY AND SCHOOLS






College "AM Language Studio" (Sliema/Malta)

2015 – (3 Months)

General/Business English





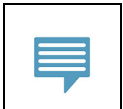


	University "Universitas Mercatorum" (Rome) 2014 – Current Faculty of Economics and Business Administration
	University "La Sapienza" (Rome) 2005 – 2007 Faculty of Pure Mathematics
	State Institute "Galileo Ferraris" (Rome) 2001 – 2005 Industrial expert specialized in electronics and telecommunication

TEACHING

	iLab – University LUISS Guido Carli (Rome) September 2015 – Current www.ilab.luiss.it Business Development Mentor
	Personal coach and Mentor - Negotiation September 2013 – Current

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%AO_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](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

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 4th



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

I authorize the processing of my personal data contained in this resume.

