Contact

francesco.inguscio@gmail.com

www.linkedin.com/in/francescoinguscio (LinkedIn)
www.nuvolab.com (Company)

Top Skills

Business Planning
Market Planning
R&D

Languages

Italian
English

Honors-Awards

Global Top 10 University Business Associated Incubator 2014

2013 Award Premio Città Impresa "1.000 giovani talenti delle Venezie"

Francesco Inguscio

CEO & Rainmaker @ Nuvolab + CEO & Webguardian @ COP
Milan

Summary

Francesco is CEO and founder of COP, the first legaltech startup against online hate in Italy (and probably in Europe) striking back at hate(rs) with AI-powered tech and legal services.
Francesco is also CEO and founder of Nuvolab, an Italian venture accelerator and innovation advisory company based in Milan. Started in 2011, with 40+ corporate innovation programs and 21 startups in its portfolio (including 4 exits + 3 write-off), Nuvolab is a leading player in the Italian rainforest.
In 2011 he was also partner in Enlabs, the first business open incubator in Italy.
In 2010 he worked for M31, one of the most important business incubator in Italy as Business Development Director of its Silicon Valley branch, M31 USA.
Formerly, he has been working both for the US Market Access of San Jose, a first rate international startups incubator in Silicon Valley, as business developer, and for the Angels' Forum of Palo Alto, a leading business angel network in California, as financial analyst.
In March 2010 he was awarded with his team of VRMedia, at Stanford University, with the Mind The Bridge prize, as the most innovative high tech startup in Italy.
Previously he succeeded in working as research fellow in School of Advanced Studies Sant'Anna of Pisa (2009); as analyst in IBM Global Business Services (2008) on market planning and IP management projects; as business strategy analyst in Accenture Business Consulting (2006), where he was involved in several projects concerning marketing and strategy analysis for the banking & insurance industry, and in the development of new financial products; he also worked in Prometeia (2005), a financial firm where he supported the development of innovative financial products and the creation of risk management tools for the banking industry.
Francesco earned a BA in Management & Finance magna cum laude in 2003 and a MA in Finance magna cum laude in 2005, both from the University of Padova. In 2008, he got a Master in Innovation

Management cum laude at the School Sant'Anna of Pisa; in 2010 he earned a Certificate in Technology Entrepreneurship at the Santa Clara University (CA), supported by the Fulbright BEST Program Grant.

Experience

Kampaay
Investor & Rainmaker
July 2020 - Present (3 months)
Milan, Lombardy, Italy

Kampaay is an innovative digital platform offering event-as-a-service solutions both for B2B and B2C.

Startup Geeks
Investor & Rainmaker
June 2020 - Present (4 months)
Mantua, Lombardy, Italy

Startup Geeks is the biggest startup community in Italy aimed at fostering the Italian Rainforest

Trovabando
Investor & Rainmaker
April 2020 - Present (6 months)
Rome

Trovabando is the best platform in Italy for SMEs to search and found public grants thanks to its AI-based engine and its best-fit algorithm

COP - Chi Odia Paga
CEO & Webguardian
March 2018 - Present (2 years 7 months)
Milan Area, Italy

COP is a legaltech startup willing to stop online hate. Forever. Aiming to serve more than 2 billion social media users globally by 2023, COP combines machine learning and social media specific legal and psychological expertise. COP AI can replace an army of legal experts providing access to justice for kids, young, and adults.

Nuvolab
CEO & Rainmaker

February 2011 - Present (9 years 8 months)
Milan Area, Italy

Nuvolab is an Italian venture accelerator and innovation advisory company based in Milan. Started in 2011, with 40+ corporate innovation programs and 12 startups in its portfolio (+2 exits), Nuvolab is a leading player in the Italian rainforest.

Guida Startup

Curator & Rainmaker
December 2019 - Present (10 months)
Italy

Guida Startup (www.guidastartup.it) is:
- the beatiful, relevant, georeferenced and updated map of the Italian Innovation Ecosystem (https://www.guidastartup.it/mappa), including more than 300+ players (incubators, accelerators, investors, empowerment programs, media, crowdfunding platforms etc.) supporting the Italian Startup Scene
- an AI based bot providing free advisory to Italian Startup (https://www.guidastartup.it/wizard/) about "how to start their startup"
- more features coming soon

DesignWanted

Investor & Rainmaker
December 2018 - Present (1 year 10 months)
Milan Area, Italy

DesignWanted is an international digital platform oriented at the promotion of the best design, architecture and tech.

DIS - Design Italian Shoes

Investor & Rainmaker
March 2018 - Present (2 years 7 months)
Recanati, Marches, Italy

DIS - Design Italian Shoes, is a winning solution for those who want to stand out and express their personality designing and wearing classic customised shoes for men - 100% Made in Italy.

Noonic

Investor & Rainmaker
January 2014 - Present (6 years 9 months)
Padova Area, Italy

Noonic is a digital strategic consulting agency, supporting companies in the Digital Transformation process.

Zanze XVI
Investor & Rainmaker
October 2016 - Present (4 years)
Venice Area, Italy

Zanze brings a new concept to the restaurant industry, the Elegant Osteria, where the liveliness of a typical Venetian restaurant is combined with sophisticated cuisine.

Mapadore
Investor & Rainmaker
April 2017 - Present (3 years 6 months)
London, United Kingdom

Mapadore digitally transforms the sales process in a highly intuitive, effective way . We have top engineers, passionate data scientists and sales experts who believe Artificial intelligence will empower Sales Organizations to better realize their targets in a simple way.

Italian Universities
Lecturer
March 2011 - Present (9 years 7 months)

I am used to give lectures in some private and public Italian Universities such as Scuola Sant'Anna di Pisa, Alma Mater, Bocconi, LUISS, MIP.
Core topics: finance for innovation, business strategy, startup development, business planning.

ThisIsNotaSushibar
Investor & Rainmaker
June 2017 - June 2020 (3 years 1 month)
Milan Area, Italy

This is not.. an unconventional sushi chain restaurant based in Milan.

Successfully exited on June 2020

Instilla
Investor & Rainmaker
February 2015 - June 2020 (5 years 5 months)
Milan Area, Italy

Instilla was born in 2015, developing proprietary software related to Local SEO. The attitude of our professionals and the strong demand for digital skills have quickly led us to transform into a consulting company but that hasn't lost sight of its tech soul.

CrowdChicken
Investor & Rainmaker
February 2013 - September 2017 (4 years 8 months)
Milan Area, Italy

CrowdChicken is the professional fundraising software for the non-profit sector.

Successfully exited on September 2017

Coppa + Landini
Investor & Rainmaker
February 2012 - September 2017 (5 years 8 months)
Milan Area, Italy

A design driven innovation consulting company based in Milan.

Successfully exited on September 2017

Startuparty
Creative mind behind and co-founder
March 2011 - November 2012 (1 year 9 months)

Freelance for startups
Consultant
January 2006 - December 2011 (6 years)

Enlabs
Partner & Startup Mentor
January 2011 - May 2011 (5 months)

Enlabs is the first open incubator in Italy for software/web startups. I've supported it in its startup/setup/launch phase.

M31 USA LLC
Director of Business Development
July 2010 - December 2010 (6 months)

Provided business development support for 7 M31's high-tech startups, mainly for their U.S. market development. Those activities included distributors and partners management in the U.S., customers scouting, legal assistance etc. Developed business and financial analysis for internal use, such as reorganization and business process reengineering and for external use, such as M&A activities.

M31 Italia Srl.
Business Development Manager
May 2010 - December 2010 (8 months)

Scuola Superiore Sant'Anna
Research Fellow & Startups developer
February 2009 - April 2010 (1 year 3 months)

Consultant on "Innovative Firms Valorisation: spinoffs, startups and new forms of entrepreneurship".

Business planner, fundraiser and business developer for several academic spinoffs (industries: augmented reality, internet of things, mechatronics).

Researcher on related topics.

US Market Access Center
Intern
January 2010 - March 2010 (3 months)

The Angels' Forum
Intern
December 2009 - March 2010 (4 months)

IBM Global Business Services
Strategy Consultant
August 2008 - January 2009 (6 months)

Strategic consulting, including business plan & sales strategy development in IBM GBS (intern)

Buttignon Zotti Milan & Co.
Private Equity Advisor
January 2007 - December 2007 (1 year)

Private Equity advising/scouting for P.E. operators – from January 2007 up to now – with a strong focus on finance for internal (by R&D funding, sales network growth, internationalisation) and external growth (M&A, J-V).

Accenture Business Consulting
Business Strategy Analyst
February 2006 - December 2006 (11 months)

Business Analyst, from February 2006 up to now, as Analyst (in F.S.I. business consulting division). Main activities: project development for banking & insurance industry in marketing (multichannel bank development, CRM model development), and in strategy (firm evaluation for M&A activity and business planning for consumer finance development in Central East Europe).

Prometeia SpA
Financial Analyst
June 2005 - December 2005 (7 months)

Intern, from June 2005 to December 2005, as Junior Consultant in Financial Services. Main activities: advising on market risk management for banking, mathematical models implementation for financial instrument pricing.

Education

Santa Clara University
Certificate in Technology Entrepreneurship, Innovation Management, Startup Development, Entrepreneurship · (2009 - 2010)

Scuola Superiore Sant'Anna
Master, Innovation Management · (2007 - 2008)

Università degli Studi di Padova
Master, Finance · (2003 - 2005)

The University of Salford
Erasmus, Game theory, Managerial Organisation · (2003 - 2003)

Università degli Studi di Padova
BA, Finance · (2000 - 2003)