

FRANCESCO STANCA

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Location: Milan, Italy



CAREER HISTORY:

6/2019 - 7/2022: BDR at Elios Ceramica — Ceramic Tile Manufacturer.

6/2024 - 9/2024: Investment Analyst Intern at Mindful Capital Partners
Private Equity Fund.

5/2025 - 7/2025: Investment Analyst Intern at Electa Group —
Financial Structuring Firm

7/2025- 7/2026: Account Executive at Sipo Italia.
food import-export company.

EDUCATION:

9/2022- 5/2025: Regent's University London, Business & Management Degree.

PROFESSIONAL ACHIEVEMENTS:

1) €2.6 MILLION IN SALES AS A BDR

In 2022, I generated €2.6 million in sales within a single year, becoming the highest-performing Sales Representative in the history of Elios Ceramica.

2) 6 HOURS A DAY FOR 1 YEAR:

Used AI 6–7 hours per day for over one year to accelerate project execution, acquire new AI capabilities through continuous experimentation and online learning.

3) 58 NEW B2B CLIENTS IN 12 MONTHS AS AN ACCOUNT EXECUTIVE

Built Sipo Italia's UK market from the ground up, prospecting 250+ target companies and acquiring 58 new B2B clients within twelve months.

Launching MY PODCAST on 15 OCT 2026

Co-hosting with an influencer with 1.4 million followers, potentially creating strong market visibility and commercial opportunities for your brand.