

PERSONAL INFORMATIONS

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Driving license B, obtained
06/05/2003



EDUCATION AND TRAINING

- Scientific High school Paolo Lioy, 1999/2004 (duration 5 years)
Scientific Diploma achieved in the 2004
- Degree in International Trade Economics (University of Verona):
- 2004/2005 inscribed at 1st year - 2007 graduated (3/3)
Thesis: “*Analysis of the Credit Risk of Banks in the Light of the New Basel Capital Agreement*”
- Inscribed at REGISTER OF PROFESSIONAL TRAINERS “AIF” (RFP)
- Specific courses: *see Attachment 1 at the end* | • Specific books: *see Attachment 2 at the end*
- Events:
 - Wake-up call (3 times - online)
 - Multiple Stream of Income di Robert Allen (online)
 - Credit code (in presence)
 - Tour “Soluzione Tasse” (4 times - in presence)
 - The Entrepreneur of the Future (in presence)
 - “Il Sole 24 Ore” – various (Merger&Acquisition / Sustainability)
 - Buy and Sell companies (in presence)
 - Grow your Business (in presence)

LANGUAGES (reading, writing and speaking ability)

- | | |
|------------------------------------|-----------------------|
| 1. Serbian-Croatian: mother tongue | 3. English: excellent |
| 2. Italian: mother tongue | 4. Spanish: good |

TECHNICAL SKILLS AND COMPETENCIES

Computer: Microsoft Excel + Word + Power Point Graphical tools for socials
WordPress (websites creation) Corporate management systems

PERSONAL SKILLS AND COMPETENCIES (Competence, achieved by)

- **CURIOSITY and KAIZEN (CONTINUOUS IMPROVEMENT)**
- **LEADERSHIP / TEACHING**, innate capacity/working experiences CEO+Manager
- **RESOURCE OPTIMIZATION/PROCESSES**, innate capacity/working experience (as uphere)
- **RELATIONAL / COMUNICATION**, Sport + courses/books (see Attachments 1 e 2):
 - Futsal trainer (kids 4-9 years old; under 18)
 - Soccer and Futsal Player (team sport, teach you relating to others. Since I was born)
- **ATTITUDE**, innate and trained capacity + work experience as a student:
 - Waiter in pizzeria (in the 2000)
 - 4 star hotel porter (using languages)
 - Set up/dismantling of stands at the Fair, surveillance services at Vicenza fairs

→ **CURRENT ROLES** ←

➤ **FOUNDER / OWNER** – International Projects Development srl

- Since Dicember 2021
- **Inventor of brand RESOPT®**
- Inventor of method RESOPT®:
 - FOR ENTREPRENEURS:
Maximize your Resources with Serenity
 - FOR EMPLOYEES:
Winning Mentality Orientation and Action:



- **Regain Hope**
- **Express your own Potential**
- **DiScover yourself**
- **GOals**
- **Principals (live according to principals)**
- **Time - method CFASL (TFHSL)**

- Company/Brand which deals with:
 - **BUSINESS ANALYSIS**
 - **ELIMINATION of COMPANY WASTE**
 - **MAXIMIZATION of COMPANY PROFIT**
 - **Coaching for Entrepreneurs | Training for Employees**
 - **Serenity Company-Entrepreneur-Employees**
 - **Concrete Solutions and Guaranteed Relationships**

➤ **EXTERNAL CEO** – Viatek srl

➤ **PROJECT MANAGER & DPO** – Gruppo Centro Paghe

➤ **ETERNAL SCHOLAR**

- Continuous training
- Continuous reading of novels/technical books (alternating books in Italian/Serb/English)
- Daily Meditation

➤ **PROFESSIONAL TRAINER** – inscribed at
REGISTER OF PROFESSIONAL TRAINERS “AIF” (RFP)

➤ **® COACH DATORE-DIPENDENTE®** COACH DATORE-DIPENDENTE D²
○ Inventor of brands: Coach Datore-Dipendente® (Employer-Employee) & Coach D²®

➤ **GENERAL MANAGER / SPORT’S DIRECTOR / TEAM COACH** – Vicenza Calcio a 5

- Since September 2022
- Continuous Technical-Tactycal training + Continuous Winning Mentality training
- Continuous Optimization of procedures/resources/society roles + Content creation

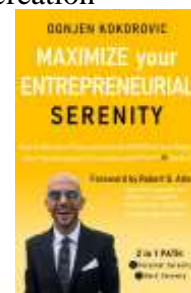
➤ **AUTHOR of the BOOK**

- **“Maximize your ENTREPRENEURIAL SERENITY”**
→ <https://www.amazon.com/dp/B0CMK8Q981>

➤ **VALUE AND CONTENT CREATOR**

➤ **INVESTOR**

- Inventor of Real Estate brand REsOK®
- Crypto



PROFESSIONAL WORK EXPERIENCE (in reverse chronological order)

- **CEO** – Inbox srl
 - Duration: September/2020 - Dicember/2021
 - Revenue > € 7.500.000 / 300 employees
- **Branch&Quality System Manager** – Inbox srl – services/logistic (certified delivery)
 - Duration: January/2010 - August/2011 → impiegato
September/2011 - August/2020 → MANAGER + Procedure optimization
 - 150 employees
 - Analysis and evaluation of new potential customers
 - corporate meetings with reports
 - coordination and supervision of multiple branch activities
 - CV analysis and interviews for hiring new staff
 - training and updating of company staff (office workers and postmen)
 - tutoring interns
 - tutoring Belonging to protected categories
 - organization of employees by tasks and postmen by distribution zones
 - direct problem solving relating to deliveries with georeferenced certified post
 - postmen delivery control using the operating system with GPS positions
 - returns' management - with on-site checks
 - ISO 9001:2015 - Quality System Management Manager
- **Financial Agent** - VFG Wiener Stadtische
 - Duration about 6 months (2009-2010)
 - Sale of private pension products
 - Company update meeting
- **Commercial Attache** - GST srl - servizi/terziario
 - Duration: April/2008 - August/2009
 - Clothing sector (agent and distributor company of various brands for the Ex-Yu market, for example Guess, Cavalli, Valentino, Roccobarocco, ecc.)
 - Both external (15%) and office (85%) experience
 - **All possible activities** of a company:
 - Market analysis
 - Customers'/Suppliers' Meetings about company's future itself
 - Budgets
 - Business Plans
 - Showroom Orders
 - Statistics ordered/shipped/sold
 - Marketing
 - Archive
 - Logistics management
 - Billing
 - Company update meeting
 - Debt collection
 - Visits to customers
 - Stores' inspections
 - Other Customer Service tasks
- **Commercial Employee** - C.T.F. Italia srl - services/tertiary (Mediterranean and Balkans customer service for the Danish company "Tvilum-Scanbirk" furniture manufacturer)
 - Duration: dicember 2006-march 2008
 - Customer Service:
 - Archive
 - Order confirmations
 - Invoices
 - After-sales service
 - Continuous contact with customers and suppliers, both via email and telephone
 - Use of various languages:
 - English
 - Italian
 - Serb
 - Spanish

ATTACHMENT 1: Specific Courses

- 1) Communication:
 - Parlare in pubblico (Speak in public)
 - Non-verbal language
- 2) Informatics:
 - Microsoft Excel - str.avanzati per l'analisi dei dati (advanced tools for data analysis)
 - Microsoft Excel - livello intermedio
- 3) Business Management:
 - a) Marketing:
 - Marketing strategico
 - Funnel marketing
 - Il neuromarketing per aumentare le vendite (The neuromarketing to increase sales)
 - Marketing formativo (Educational Marketing)
 - b) Human Resources:
 - Welfare aziendale
 - c) Tax planning:
 - Escapologia fiscale
 - +50 webinar
 - d) Business Finance:
 - Pianificazione e Controllo di Gestione - ed.1 (Planning and Management control)
 - Pianificazione e Controllo di Gestione - analizzare per crescere ed.1
- 4) Financial freedom - Alfio Bardolla:
 - a) Immobiliare (Real Estate):
 - Investimenti immobiliari (Real Estate investments)
 - AirBNB Business
 - Aste (Auctions)
 - Home staging - Marketing immobiliare
 - b) Trading:
 - Spread commodities
 - Forex
 - Opzioni (Options)
 - Crypto
 - c) Writing the book:
 - Numero 1
- 5) Investment:
 - a) Buying and selling companies:
 - How to buy, fix and sell companies (The Harbour club)
 - Compravendere Aziende (Buying and Selling companies)
 - b) Company creation:
 - Startup da zero (Startup from zero)
 - Automatizzazione del Business (Business Automation)
- 6) Meditation and Mindset:
 - Meditazione basi (Meditation bases)
 - Meditazione Silva
 - Autoipnosi rapida per l'abbondanza-insegnata da un terapeuta (Rapid self-hypnosis for abundance)
 - Miracle Flow: produttività +500% con gli stati di flusso e ultra concentrazione
 - Miracle Mind 5: risveglia la tua mente geniale, in 33 giorni (awaken your genius mind)
 - La mente imprenditoriale: pillole quotidiane per abbracciare il mindset imprenditoriale (The entrepreneurial mind: daily pills to embrace the entrepreneurial mindset)
 - The Art of Manifesting

ATTACHMENT 2: Specific Books (excluded novels)

- 1) Mindset:
 - “L’uomo più ricco di Babilonia”
 - “Think and grow rich”
 - “7 strategie per la ricchezza e la felicità”
 - “Il monaco che vendette la sua Ferrari”
 - “Essere & Avere”
 - “Chi ha rubato il mio formaggio”
 - “Ricco prima delle 8”
 - “The power of now”
 - “The four maps of happy successful people”
 - “Il denaro è mio amico”
 - “Dove nascono le grandi idee”
- 2) Leadership:
 - “Il buddha e lo sfrontato”
 - “Partire dal Perché”
- 3) Psicology and Training:
 - “Intelligenza emotiva”
 - “Permission to feel”
 - “Quantum Mind”
 - “Le armi della persuasione”
 - “Come trattare gli altri e farseli amici”
 - “Come parlare in pubblico”
 - “Le leggi fondamentali della stupidità umana”
 - “Il disagio della civiltà”
 - “Felicità artificiale”
 - “Te lo leggo in faccia”
 - “Svako dete je genije” (Every child is a genius)
 - “Emozioni congelate”
 - “Psicologia e Alchimia”
- 4) Resource optimization / Time management:
 - “Limitless”
 - “Lettura veloce 3x”
 - “The power of when”
 - “7 habits of highly effective people”
 - “80/20 principle”
 - “First things first”
- 5) Financial freedom:
 - “Ultraučenje” (Ultralearning)
 - “Lo spirito Toyota”
 - “Padre ricco padre povero”
 - “Seconda chance”
 - “The one minute millionaire”
 - “Come creare molteplici fonti di reddito”
 - “4 ore alla settimana”
 - “Autostrada per la ricchezza”
- 6) Technicals:
 - a) Finance management:
 - “L’equilibrio finanziario”
 - “Pianificazione finanziaria”
 - “Aziende che si finanziano da sole”
 - “Diventa libero dai debiti aziendali”
 - “Biznis bukvar: finansije”
 - “Il codice del credito”
 - b) Marketing:
 - “Ganci mentali”
 - “La persuasione nell’era di internet”
 - “Marketing 4.0”
 - “Le 22 immutabili leggi del marketing”
 - “Il posizionamento-la battaglia per le vostre menti”
 - “Un buon prodotto non basta”
 - c) Entrepreneurship:
 - “L’imprenditore del futuro”
 - “Azienda automatica”
 - “Sergio Marchionne”
 - “Business Liquido”
 - “Metodo Allcore”
 - d) Tax planning:
 - “Pagare meno tasse si può”
 - “Strategie di risparmio fiscale per imprenditori, aziende e professionisti”
 - e) Investment:
 - “Agglomerate”