Contact

leomargyx@gmail.com

www.linkedin.com/in/leonardomargiotta (LinkedIn)

besaweb.com (Company)

Skills

Generative AI
Product Ideation
Sales and Marketing
Claude Code
Local LLMs
Landing Page Design
Content Marketing
AI-native Engineering
Business Model Design

Soft skills

Adaptability
Leadership
Communication
Initiative

Languages

Italian ●●●●●
Native or Bilingual

English ●●●●○
Professional · IELTS 8

French ●●●○○
Professional · Baccalauréat

Spanish ●●○○○
Elementary

Certifications

- IELTS Academic (Band 8)
- Fundamentals of Entrepreneurship
- Project Management

Awards

2nd Place of 30+ teams

H-ACK Hackathon with Audi Italia

I built the demo and pitched it to the jury.

Started from zero in English and French. Both are now working languages.



Leonardo Margiotta

AI Researcher @ **Moneytec**
Co-Founder @ **BESA** · Italy
Full Time Student @ **H-FARM College**

Summary

Co-founder and BSc student who turns ideas into things that actually exist.

I study Business Creation and Entrepreneurship at H-FARM College, co-founded the web agency BESA and research AI at Moneytec in the NextGen AI team. I combine sales, marketing and product thinking, from validating an idea to reaching customers. Having lived in three countries, I adapt fast to new teams.



Where I lived

Experience

Moneytec AI Researcher · NextGen AI
Nov 2026 – Present

One of four researchers in NextGen AI, Moneytec's internal AI lab: we study AI models, tools and processes and turn them into analysis, demos and business ideas to develop.

Research. I track AI-native Engineering & Infra for our weekly update.

Team. Selected the other three members and assembled the team.

Process. Designed how we work: roles, info flow, calls with management.

Demos. I prototype startup-style demos that apply AI to a business.

New ventures. With the Business Models area, I pitch new Moneytec startups.

Skills: Tech scouting · Applied research · Executive reporting · AI prototyping

Previously · Beta Tester, Jun 2024 – Jul 2024: beta tested a new AI system.

BESA Co-Founder · besaweb.com
Oct 2025 – Present

A web agency building landing pages for businesses that run Meta Ads but send the traffic to a social profile, not a real page.

Agents. Built the multi-agent workflow that manages all our processes.

Demo engine. Built the engine that builds each demo around the prospect's ad.

Infrastructure. Learned to manage our VPS and every service we self-host.

My role. On top of this, I lead sales, marketing and strategy.

Method. Testing the offer in short, time-boxed cycles with real advertisers.

Skills: Multi-agent systems · Claude Code · Self-hosting · Sales

SoloCodeVenture Founder
Nov 2024 – Dec 2025

A newsletter of practical SaaS tips for developers and "indie hackers".

Audience. Grew it to 350 active subscribers over 31 issues.

Full process. Research, writing, design and audience growth, end to end.

Milestone. The first real one was getting an article sponsored.

Interests

Photography · AI · Cars · Electronics & 3D printing

Side Projects

lectern — Local AI study assistant

Python · Local AI

Slide decks and lecture recordings go in; linked, cited study notes come out, all on my own machine.

Pipeline. A vision model reads the slides and writes linked notes for Obsidian.

Grounded. Every concept cites a real textbook page, retrieved, never invented.

Stack: Ollama · Whisper · RAG · SQLite

TripFolio — Group trip website

Open source

A mobile-first site template for group trips, born from a Barcelona trip.

One page. Itinerary, map, bookings, budget and phrasebook, no backend.

AI-editable. The whole trip lives in one YAML file that AI agents can edit.

Stack: React · TypeScript · Vite

Snip — Local OCR for Mac

macOS app

A menu bar app that turns any part of the screen into clean, copied text.

Private. Runs a local OCR model through Ollama: nothing leaves the Mac.

Modes. Text, Markdown, tables, code and LaTeX, plus local translation.

Stack: Swift · SwiftUI · Ollama

Education

Expected Jul 2028

H-FARM College

BSc in Business Creation and Entrepreneurship

Sep 2022 – Jul 2025

Lycée International de Saint-Germain-en-Laye

Italian and French double diploma (BFI)

Jul 2024 – Aug 2024

Georgetown University

Summer School, Business & Leadership