

Felipe Galvis

Profile

Experienced strategist, team leader and project manager. Relied upon to advise founders & senior executives at Fortune 500 and FTSE 250 companies.

Highly analytical and strong bias for action. Self-starter & fast-learner. Thrives in dynamic and highly collaborative environments.

Founder, angel investor and advisor. Engineer and MBA with 14 years of experience in startups and multinationals.

Education

-  **MBA**
2013: France and Singapore
-  **MEng., Master of Engineering**
2011: Strategy and Finance, Colombia
- BSc., Industrial Engineering**
2006: Organizations Mgmt., Colombia

Personal details

- Nationality**
Spanish, Colombian
- Languages**
English (Fluent), Spanish (Native),
French (Intermediate), Italian (Intermediate)
- Current Location**
Madrid, Spain

Personal Interests

- **Entrepreneurship:** Founder, angel investor, mentor and advisor.
- **Coaching:** Mentor for IE Business School [Start-up Lab](#) ('22); [Oxygen Advantage](#) Instructor ('22); [Wim Hof Method](#) Instructor ('21); [INTRA](#) Challenge Process® Facilitator ('21); GE FastWorks Coach (Lean start-up, '16).
- **Sports:** Colombian National Junior Squash Team ('97-'01); certifications: wall climbing ('16); open water scuba diving ('14).
- **Cross-cultural:** Lived in 10 countries of Asia, Europe, South and North America; 45+ countries visited.
- **Arts:** Painter (oil on canvas); photography.

Employment History

Evolution Europe (4.5M € in Revenues; 70 employees) **Madrid, Spain**
Innovation consulting. Helping deeptech startups access public and private funding. Client base across 21 countries.

Head of New Ventures and Strategy | *May 2021 – Present*

- Create and drive the Company's growth and diversification strategy, leading internationalisation initiatives and the implementation of new service models.
- Test and bring to market new business verticals: deeptech crowdfunding, private funding arm, and others.

Acteon Group (£300M in Revenues; 22 operating companies; +1,500 employees) **London, UK**
Majority owned by PE firm KKR. Industries: Renewables, O&G, Aquaculture.

Commercial Strategist for Integrated Services | *January 2018 – January 2020*

- Led cross-business projects to drive business model innovation into established legacy businesses.
- Created value propositions in offshore renewables and aquaculture markets through service integrations.

General Electric (\$15.2B in Revenues; +45,000 employees) **Italy, Scotland, England**

Growth Initiatives Leader | *July 2013 – November 2017*

- **Awards:** Above & Beyond (Delivering results in an uncertain world, 2017; Courage, 2014; Expertise, 2013).
- Market strategy advisor to CEO of GE Wellstream (business with 1,500 employees; FTSE 250 company).
- Delivered market intelligence to global industrial businesses for decisions on new product introductions.

– Established go-to-market and monetization strategies for new business vertical: GE Intelligent Cities.

[io consulting](#) (GE venture; employee #5; ~50 employees) London, UK

Market Strategy Manager | *March 2015 – June 2016* (1-year long secondment)

- Appointed by GE management for 1-year secondment: we grew by 10x our employee base, opened a Houston office and gained presence in Australia, all during the 2015 oil industry downturn.
- Created, led, and grew the competitive intelligence function in the JV.
- Developed the company's operating rhythm, set KPIs and tracking process, and led CRM system launch.

[Ecopetrol](#) (US\$32.5B in Revenues; +8,000 employees) Bogota, Colombia

Corporate Risk Specialist | *July 2007 – August 2012*

- **Awards:** Corporate Excellence Awards (Innovation, 2008 and 2011).
- Conceived and implemented Enterprise Risk Management program in HQ and 10 subsidiaries.
- Strategic risk manager for projects of budgets up to US\$1.5B, in Colombia, Brazil and Venezuela.
- GRC Project Manager, delivering the 15-month and US\$1.7M project on schedule and under budget.

Entrepreneurship (2020/21)

[Hypergrowth](#) Europe (from Madrid)

Growth marketing studio; Hackathons; Growth hacking collective

Head of Venture Building | *October 2020 – May 2021*

- Led concept design, MVP testing and business launch, rapidly testing ideas against market needs.
- Created & led a Business Development team with 8 direct reports, quickly scaling the business.
- Optimising venture building process, while cultivating learnings, team skills and company governance.

[Demium](#) (International Startup Incubator) Madrid, Spain

8 incubation centres in 5 countries, and a portfolio of +150 startups.

Entrepreneur in Residence | *July – November 2020*

[LiveBeyond Ltd.](#) (co-living, co-working, community) Global (from: Several)

Lifestyle design platform driving the transition into the future of work: remote work, wellness & growth.

Co-founder | *August 2018 – May 2020* | Sold to business partner

- Led operations and commercial efforts, bringing in global partnerships and 85% of company revenues.
- Sold-out experiences in Colombia, Iceland and Mexico, plus local events held in Holland, UK, and Czech.
- Participants from 20+ nationalities in the first year of operations.

Pro-bono Consulting (2020/22)

[Lucy Air Ambulance](#) (Flying children to hospitals across the UK) London, UK (from Madrid)

UK charity that exists to ensure children are able to access essential medical care regardless of distance.

Mentor to CEO | *March 2021 – Present*

[MCMK](#) (B2B growth marketing solutions for tech startups) Toronto, Canada (from Madrid)

Canadian company providing completely outsourced growth hacking departments to high-growth startups.

Mentor to CEO; Strategy & Commercial Advisor | *March 2021 – Present*

[Project INTRA](#) (personal growth, trauma healing, social innovation) London, UK (from Madrid)

INTRA educates, facilitates and activates change in individuals.

Business Advisor to Founders | *February 2021 – Present*

[PEAS](#) (Providing Equality in African Schools) London, UK (from Madrid)

Leading network of affordable secondary schools in Africa: 32 schools and 15,000 students.

Chief of Staff (Consultants Against COVID) | *May – September 2020*

[wiip](#) (AI solutions for Natural Language Processing) Madrid, Spain

Commercial and Strategy Advisor | *Mayo 2020 – Mayo 2021*