

ALEKSANDER GORZELAK

Investment Manager, Business Development Expert



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LANGUAGE SKILLS

- **English C2** – fluent, efficient communicator having worked or studied in the UK, USA & Australia
- **Russian C2** – bilingual, worked on corporate finance transactions in Moscow
- **German B2** – advanced, 2nd language at the Warsaw School of Economics, communicated with banks in Germany
- **Persian/Farsi A1** – basic-communicative, successfully led business development effort in Iran

TECHNOLOGICAL PROFICIENCIES

- Microsoft Office Suite
- R-Studio
- SPSS

OTHER ACTIVITIES

- **Bloomberg Student Ambassador** - First direct liaison between Bloomberg Ventures in London and the SGH Warsaw School of Economics. Marketed and organised Bloomberg Assessment Tests.
- **Alumni of Investor's Club** at the Capital Markets Department, responsible for partnering with top universities in CEE on cross-border financial conferences in Moscow, Kiev and Warsaw
- **Emerging Europe** – co-organised five editions of international conferences with top Moscow universities

SUMMARY

Experienced Venture Capital manager. Dynamic and dedicated young economic professional with diverse international experience, having worked in Warsaw, London, Moscow and Sydney, both for private and governmental institutions. Graduated with masters from SGH Warsaw School of Economics, studied at Harvard University and Tallinn University of Technology. Entrepreneurial self-starter leading one of the first European investment ventures dedicated to Azerbaijan. Possessing unique business development and cross-cultural adaptation skills.

Core values: Courage, Humility, Work ethics & determination.

CORE COMPETENCIES

- Business Development
- Transaction origination
- Corporate finance modelling
- Quantitative economics
- Communication
- Relationship building
- Cross-cultural adaptation
- Research & Analysis
- Project Management
- Out-of-the-box Creative Thinker

PROFESSIONAL EXPERIENCE

January 2019 - July 2019 Investment Manager, Venture Capital
[RST Ventures For Earth \(VFE.vc\)](#)

Venture Capitalist investing in early-stage seed companies around "Industry 4.0"(ICT, marketplaces, SaaS, clean-tech).

- Responsible for financial projections, budgets and business plans of portfolio companies
- Managed the investment process and prepared Investment Committee meetings - successfully led entire 6 seed investment processes ensuring timely closing within 6 months since the Fund's inception and compliance with PFR Starter programme quality standards and mandate
- Fund reporting, administration, portfolio companies' supervision and contact with LPs

January 2016 - now Co-Founder and Chief Operating Officer/Chief Investment Officer
[Frontera Emerging Markets \(Frontco.pl\), Warsaw & Tehran & Baku](#)

Co-Founder of the first Polish securities firm licensed in Iran, pivoting to Azerbaijan.

- Established and managed relationships with Iranian industrial conglomerates, banks, brokers and investment companies at the Directors level; partnered the leading investment firm in Tehran and obtained individual and institutional licenses from the Securities and Exchange Organisation of Iran
- Incorporated and managed a securities firm in Poland and pioneered an infrastructure for secure money transfers into and outside of Iran through proprietary partnerships with banks in the Middle East and Europe
- Achieved successful business turnaround into Azerbaijan region proving the robustness of the business plan, won initial clients

April 2016 - August 2018 Research Assistant, Agricultural Finance Department
[Institute of Agriculture and Food Economics - National Research Institute \(IAFE-NRI\), Warsaw](#)

Author and co-author of economic papers, expert assessments and international conference co-organiser.

- Prepared two editions of the Ranking of 300 financially-strongest farms and extended the sample using EMIS database
- Presentation on "Impact of budgetary policy on financial & economic health of household farms" at the 7th EAAE PhD Workshop in Barcelona
- Co-authored expert assessments on European Added Value of Common Agriculture Policy and disaster insurance for the Ministry of Agriculture and Rural Development, as well as 12 papers published in local and international peer-reviewed economic journals

May 2015 - November 2015 Research Statistician
[Ipsos Australia and New Zealand, Sydney](#)

Data Analysis, monthly production cycle and technical support with Enhanced Media Metrics Australia database.

- Market research, preparation of questionnaire and weighting the Australian farmers' sample
- Prepared the codebook and initial SPSS data for Fairfax, NewsCorp, APN and SEEK for a roll-out of online Data Tiler dashboard software enabling web-based survey data comparisons

September 2014 - December 2014 Senior Analyst
[Ziff-Ivin Associates \(Houlihan Lokey spin-off\), London and Moscow](#)
Responsible for M&A and Distressed Situations at Houlihan's CEE/CIS spin-off.

- **London School of Economics Alternative Investments Conference 2011** - delegate

AWARDS

- Director Awards for 2016&2017 performance at IAFE-NRI
- Goldman Sachs Global Leaders 2009 nominee
- Erasmus professional grant for career-oriented EU students
- SGH Academic Excellence grant

REFERENCES

- Greg Polaniecki - CEO at Enter Air
- Adam Hodgson - Director at Ipsos Australia

AVAILABLE UPON REQUEST

- Reference letters and full list of referees with contact details, transaction execution list, full academic record.

CONSENT

I hereby give my consent to the processing of my personal data included in my job application for the purpose of the recruitment process and after its completion for the purpose of future recruitments (pursuant to the Personal Data Protection Act as of 29 August 1997, Journal of Laws No. 133, item 883).

- Prepared Deviation Analysis and Business Plan draft for the top global specialised air cargo freighter with EBITDAR exceeding \$250mn

June 2008 -
August 2014

Earlier Experience

Various Positions

Senior Analyst at Citigroup, Warsaw

Coverage of major Dutch Sovereign Wealth Fund with over €20bn AUM. Responsible for processing investment funds' transactions on an ongoing basis.

Advisor to the Board of Directors at Enter Air, Warsaw

- Responsible for developing financial models: DCF, valuation multiples, accretion/dilution analysis for the Board of a leading charter airline. Determined impact of M&A transactions on value of a Group.
- Generated balance sheet restructuring idea enhancing free cashflows by \$1mn a year, assessed impact of the executed transaction on financial ratios
- Prepared FCF model and trading comparables including sector-specific metrics to determine the impact of balance sheet restructuring on the Enterprise Value of the business

Investment Banking Consultant at Gryphon Emerging Markets, 3/5 part-time and holiday full-time, London and Warsaw

Involved in all phases of various transactions (retail, manufacturing, hospitality, agriculture) for privately held companies including equity, debt and hybrid financings. Performed company and transaction analysis including operational due diligence, comparable peer analysis and valuation multiples.

Selected execution experience:

- Prepared an operating model for Black Earth Farming's merger model as a takeover target by WJ Grain
- Drafted information memorandum, prepared valuation (trading and transaction comps), gathered data for operating model for \$7.2mn capital raising for aluminium foil producer in Poland

SKILLS



Business Development

Dynamic and creative can-do attitude to entries into exciting frontier markets and determination in executing fresh ideas in uncharted business territories.



Communication & Adaptability

Diversity and cross-cultural adaptation proven in multinational organisations across geographies (London, Moscow, Sydney, Tehran, Baku).



Research & Analysis

Out-of-the box thinker maintaining strong focus and intellectual rigour proven by publication of own book during undergrad studies and academic record of 12 academic publications, 8 oral presentations, 2 co-review & discussant roles.

EDUCATION

June 2017 &
June 2011-
August 2011

PhD Studies and Postgraduate Summer Schools

Tallinn University of Technology (TTU), Estonia and Harvard University, USA

Presentation at the ECEE9 conference in Tallinn and participation in 3 courses:

- Publishing in Top Economics and Finance Journals, Financial Markets and Economic Performance, Corporate Valuation and Financial Modelling

Courses taken from Harvard MBA curriculum:

- Business Analysis and Valuation, International Corporate Finance
- Prepared DCF, comparable peer and transaction analyses for companies in diverse sectors (retail, chemicals, aviation)

October 2007 -
September 2012

Master in Finance and Accounting

[SGH Warsaw School of Economics, Poland](#)

- MA in Finance and Accounting with 5.0/5.5 GPA, major in Corporate Finance, Dissertation 'Valuation of a publicly-listed company on the example of U.S. Airways Group Inc.'
- BA in Finance and Accounting with 4.5/5.5 GPA, majors in Investment Banking and Financial Markets

HOBBIES & INTERESTS

Martial Arts – Aikido 1st Dan master degree, Passenger & cargo plane-spotting, Value Investing