

Maciej Małysz

VC @ Inovo

Summary

I'm a VC investor passionate about everything SaaS B2B and data-driven decisions @ Inovo, one of the best early stage VC funds in CEE.

I'm a proud investor in nearly 20 early stage companies, incl. Booksy, Brand24, Restaumatic & Sotrender.

Ping me about your company or SaaS / VC in general @ maciej.malysz@inovo.vc

I look forward to connecting with great founders and discussing their ideas.

I mainly focus on early traction companies (20k+ USD MRR)

I'm operationally supporting our portfolio companies in:

- sourcing key hires;
 - customer success processes;
 - Business Intelligence;
 - payments & pricing;
 - budgeting & controlling.
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Experience

Investment Manager at Inovo Venture Fund

sierpień 2012 - Present

Inovo is a remarkable early- and growth-stage venture capital fund with 15+ investments, mainly SaaS B2B / B2B2C.

- Sourced new series A venture deals (0,5-1 mEUR ticket) and screened hundreds investment teasers each year;
- Carried out and coordinated commercial and financial due diligence;
- Negotiated over two dozen transaction term-sheets and 10+ investment agreements of cumulative deal value of 5 mEUR (20 mPLN);
- Member of Inovo VF I Investment Committee and Supervisory Boards of selected portfolio companies (incl. Brand24, Isivi.pl)
- Acted in the capacity of Inovo CFO - budgeting, controlling and reporting financials

Supervisory Board Member at Brand24

październik 2016 - Present

Brand24 is a fast-growing, best-in-class SaaS web monitoring tool conquering the world.

- Search for best talent to strengthen the organization;
- Set up a company-wide BI;
- Fight for a higher retention.

Business Development Manager at Booksy

styczeń 2017 - wrzesień 2017 (9 mies.)

Booksy is a leading SaaS-enabled marketplace for hair & beauty industry operating in the US, the UK, Brazil, RPA and Poland.

- Integrate Booksy with Google Reserve for the national launch;
- Set-up and oversee the client-2-merchant payments system globally;
- Customer research & product development insights in the area of payments and analytics functions.

CEO

maj 2013 - luty 2014 (10 mies.)

- Enhanced key organizational processes of photovoltaic power plant development in Poland.
- Established rapport with key subcontractors, commercial partners and negotiated long-term development agreement with foreign partner.
- Coordinated all aspects of selling subsidiary companies to a foreign industry investor.

Research Project Specialist at Research and Innovation Centre Pro-Akademia

grudzień 2010 - lipiec 2012 (1 rok 8 mies.)

- Designed and carried out national and international socio-economic research projects focused mainly on improving clusters' efficiency and assessing impact of renewable energy on local economy and labour market.
- Presented research results and consulted adequate policies on both national and EU level.

Junior Analyst

październik 2010 - grudzień 2010 (3 mies.)

- Created and maintained databases.
- Analysed statistical results of research.

Education

HEC Paris

CEMS Master's Degree, International Management, 2014 - 2014

CEMS - The Global Alliance in Management Education

Master in Management Joined Degree, 2013 - 2015

Szkoła Główna Handlowa w Warszawie

Master's degree, Accounting and Finance, 2012 - 2014

Szkoła Główna Handlowa w Warszawie

Bachelor's degree, Economics, 2008 - 2011

Activities and Societies: 2010-2011 President of KNAE (Koło Naukowe Analiz Ekonomicznych)

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[Contact Maciej on LinkedIn](#)