

Contact

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(LinkedIn)

Top Skills

Startups
Venture Financing
Deal Sourcing

Languages

English (Full Professional)
Estonian (Native or Bilingual)

Theodor Kaljo

Investment Manager at Spring Capital
Estonia

Experience

Spring Capital

5 years 4 months

Investment Manager

April 2021 - Present (3 years 7 months)

Tallinn, Harjumaa, Estonia

I source and analyse new startup investment opportunities for Spring Capital. I am also part of the Investment Committee for the Seed Fund.

Spring Capital invests under two distinct funds:

- a) Seed fund – €75-200K tickets in seed stage startups, typically as part of a larger round.
- b) Growth Fund – we invest €300-700K in high growth SMEs. Micro Private Equity type of deals.

Feel free to get in touch directly here or through email:

theodor.kaljo(at)springcapital.ee

Deal-flow Manager

July 2019 - April 2021 (1 year 10 months)

Tallinn, Estonia

Scoro

Sales Development Representative

October 2018 - June 2019 (9 months)

Tallinn, Estonia

As a Sales Development Representative and later Sales Development Executive in Scoro, I was tasked with qualifying prospects, leading the Sales Development team, mentoring new hires, developing new sales materials, and improving sales processes.

Scoro is a project management solution designed for creatives and professional service providers. It brings together team, projects, sales, and reports into a single platform.

Southwestern Advantage
Sales Representative & Team Leader
October 2015 - September 2018 (3 years)
United States

I took part of a summer internship program focused on direct sales. I presented and sold educational products in different parts of the USA. (ND, AZ, TX, NM) You can also call it "the school of hard knocks" as it involved a large amount of door-to-door sales.

In addition to selling, I mentored new hires and recruited my own successful sales team. (#1 personal team out of a few hundred European team leaders in my second year in the business).

Startup Includer
Digital Marketing
April 2018 - May 2018 (2 months)
Tartu, Estonia

Digital Marketing Internship at a SaaS company focused on building a platform for VCs, accelerators, incubators and event organizers. This was also my initial introduction to the venture funding industry.

University of Tartu Students Marketing Club
Marketing Club Team Leader
October 2015 - 2017 (2 years)
Tartu, Estonia

Worked with fellow students with companies such as Estiko and STACC to bring to life some of their marketing initiatives.

Education

Estonian Business School
Master's degree, International Business Administration, majored in Marketing Management · (August 2018 - January 2022)

University of Tartu
Bachelor's Degree, Economics and Business Administration · (August 2015 - June 2018)