

# MARTIN J. JASINSKI

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## PROFESSIONAL EXPERIENCE

### **COGITO CAPITAL PARTNERS, Warsaw – Luxembourg - New York • 2018 - present**

Growth-stage venture capital fund investing in Central European B2B technology companies with global expansion potential. Focus on enterprise software, fintech and digital health opportunities.

#### **General Partner**

- Co-founded the Cogito Capital Fund I
- Chairman of Applica.ai Ltd and board member of Accelleran NV, portfolio companies

### **NEW EUROPE VENTURES, LLC, New York, NY • 2006 - 2017**

Early-stage investment vehicle focused on Central European early-stage and Series A technology companies with potential in US market. Focus on B2B, software and medtech opportunities.

#### **Managing Partner**

- Led initial investments in Medicalgorithmics, OncoArendi, Estimote, AirHelp, PiLab, ExplainEverything, Silvair, Eventory, JIVR, Waltz and participated in follow-on financing rounds
- Board member or advisor in a number of portfolio companies; focus on business strategy, fundraising, product and go-to-market strategy, operational performance, key management hiring, mentoring management teams
- Realized exits through IPOs on Warsaw Stock Exchange (MDG, OAT, DAT) and strategic sale (Waltz)

### **TATA COMMUNICATIONS LIMITED, New York, NY • 2013 – 2017**

#### **Global Head (VP) – Mobility Strategy and Business Development • 2015 - 2017**

Managed development of business strategy for a portfolio of mobility and over-the-top communication services. Managed a global business development team introducing new offerings to the market. Member of a global corporate development team leading M&A activities.

#### **Head of Business Development (VP) – Europe & N. America, Growth Ventures Group • 2013 - 2015**

Managed business development activities in Europe and N. America for Data Center (colocation, managed hosting, private cloud) and Managed Security portfolio of services.

- Initiated and managed establishment of a joint venture for creation of a \$12M new data center in NJ (NJFX)
- Team lead on TCL's \$20M investment in Sentient Technologies

### **ARICENT, East Brunswick, NJ • 2010 - 2013**

Global innovation, consultancy, system integration and managed services provider to communications industry.

#### **Global Head (VP) of Business Innovation Services Consulting Practice**

Head of global Business Innovation Services Consultancy focused on business process optimization, IT system architectures and new product realization for communications providers.

#### **Managing Director – Europe & Middle East, Basingstoke, UK • 2008 - 2010**

Led business development and consulting activities in Europe for communication services provider business unit. Managed pre-sales support and professional services across the region.

### **YANI TECHNOLOGIES, New York, NY • 2001-2008**

Global boutique management consulting firm, providing advisory services to telecommunications, high-tech firms and private equity groups investing in new technologies.

#### **Managing Partner**

Co-Founder and main shareholder of the firm. Directed overall P&L for the business and its day-to-day management. Focused on developing new business in Europe and the US, managing current projects.

### **EDGIX, New York, NY • 1999-2001**

## **MARTIN J. JASINSKI**

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Global venture capital-funded provider of content delivery and network scaling services with ~200 employees.

### **Executive Vice President**

Responsible for translating a technology vision into a viable business strategy, raising venture capital, and managing the growth of the company.

- Grew company from 4 to ~200 employees in 18 months on 3 continents
- Instrumental in securing \$68M+ from Tier 1 venture capital firms in 3 financing rounds
- Built product, marketing, technology and operations organizations encompassing 150+ employees in offices in New York, Utah, Amsterdam, and San Paulo
- Led development and commercial global launch of 3 products (edgeMedia, edgeStream, and edgeNews) to the Internet access provider market

### **VERIZON COMMUNICATIONS, New York, NY • 1990-1999**

#### **Executive Director, Enterprise Marketing & Business Strategy (1997-1999)**

Led all market-facing activities including product development, product marketing and sales channel management. Oversaw department of 28 employees and an external product development organization.

#### **Director, Decision Support Systems, Science & Technology (1990-1997)**

Charged with building an internal consulting organization that provided management consulting and system integration services to Verizon's subsidiaries worldwide.

## **EDUCATION**

### **MBA, Finance & General Management**

Columbia University, New York, New York

### **M.A., Geographic Information Systems / Computer Science**

SUNY at Buffalo, Buffalo, New York

### **B.A., Geography & Economics**

University of Warsaw, Poland • Hunter College, New York, New York