

Mike Grandinetti BS Eng., MBA

www.linkedin.com/in/mikegrandinetti



Professor – Hult International Business School
Managing Director, Southboro Capital Group LLC
Special Advisor, International Business, CEIM
Serial Advanced Technology Entrepreneur
Senior Lecturer MIT Sloan School of Management (1999-2009)
Mentor, TechStars, Founders Institute and SEED Camp Europe
Mentor IBM SmartCamp, Boston, Silicon Valley and Europe
Judge and Mentor Massachusetts Challenge
Former Senior Management Consultant, McKinsey & Co.

Savvy at simultaneously balancing several successful careers in spheres of technology, innovation, entrepreneurship and marketing, for over 30 years, **Mike Grandinetti**, navigates actively as an entrepreneur, an educator and dedicated mentor, a much appreciated public speaker, a strategy consultant and often sits as a board member .

First and foremost an entrepreneur in advanced technology, he became early on, the first team member and **CXO** of five venture, capital - backed, **Boston** based companies, which were acquired in high multiple trade sales by strategic acquirers, such as and including **IBM**, **Oracle** and **Symantec**. Two of these five companies went public on the **NASDAQ**.

Prime pioneer educator at the levels of **Masters and Executive Education**, he won multiple teaching awards, recently named **Professor of the Week** by the **Financial Times** in May 2013. He contributed to several new definitions to the **FT Business Lexicon** within his field of expertise, including **Innovation Accounting**, **Mentor Capital** and **Super Angel**, in the past 12 months.

Grandinetti held a long-standing faculty appointment as a **Senior Lecturer** at the **MIT Sloan School of Management**, where he taught for over a decade in the **MBA and Executive Education** programs. He co-taught **MIT's** single most profitable **Executive Education** course, “**Global Entrepreneurship Development**” and the **MBA** course, **Leading Successful High Tech Ventures** and the **New Enterprise Marketing, New Enterprise Sales, Integrative Teams** course, which is a **Kauffman Foundation Global Standard on Tech Commercialization, and Entrepreneurship Lab**.

Currently a **Senior Lecturer** at the **Technical University of Denmark**, where he was teaching in the **Corporate Entrepreneurial Leadership Program** for the past seven years, he's consistently the top ranked faculty member amongst a group of stand-out **US** faculty from **Babson**, **Dartmouth**, **Wharton**, **UC San Diego** and **RPI**. Many leading **Scandinavian** and **Central European** corporations have been on-going participants, including market leaders **Maersk Oil**, **Maersk Shipping**, **Novo Nordisk**, **Grundfos**, **Novozymes**, **Danfoss**, **FL Smidth** and **Ambu**.

His recent and current title at the **Hult International Business School** is **Global Discipline Lead, Global Professor of Entrepreneurship, Innovation, Marketing and Management**, teaching within the **MBA, EMBA, Masters in Social Entrepreneurship and Masters in Marketing** degree programs.

He won two **Global Teaching Excellence Awards** and was also given the “**Most Engaged with Students Outside the Classroom Award**” for his work at **Hult’s San Francisco** campus within two years where he teaches the following:

- Case Study Methods and Analysis
- Effective Presentations
- Managerial Skills
- Design Thinking
- Social Entrepreneurship
- Global Management
- Pricing Strategy
- Attracting Profitable Customers Online
- New Business Ventures
- Disruptive Business Model Innovation
- Advanced Technology Strategy

Furthermore, **Mike Grandinetti** acts as an advisor to **Hult Action** project teams, since he is a **Senior Faculty Advisor to the Hult Venture Capital, Entrepreneurship, Social Business and Consulting Clubs** and served as **Lead Faculty Advisor** and **Event Moderator** for the following major public events:

- **Hult / MIT Accelerate Pitch Competition** (January 2012 – Boston)
- **Hult Venture Capital Conference** (March 2012 – Boston)
- **Best Practices in Global Innovation** (October 2012 – Boston)
- **Hult Global Entrepreneurship Boot Camp** (January 2013 – SF)
- **Hult Global Entrepreneurship Summit** (April 2013 – SF)
- **Hult Entrepreneurship Pitch Competition** (May 2013 – SF)

He served as **Lead Mentor** to the Hult cross-disciplinary **MBA / MSE** student team from the **San Francisco** campus. The team won the **2013 Hult SF Regional competition**, achieving victory against 50 university teams from **MIT, Stanford, U. Cal Berkeley, NYU, Johns Hopkins and Tufts** including prominent international universities such as the **Indian Institute of Technology**. They are one of the five finalists who will compete for a \$1M prize, once they present their solution to the global food security crisis to **President Bill Clinton** and a team of subject matter experts at the **Clinton Global Initiative (CGI)**, in September 2013, in **NYC**. He will continue to mentor them as a formally appointed **Action project advisor** through the **CGI competition**.

Based by popular demand by the students, he conducted many evening workshops on the following subjects at **Hult Boston** and **Hult San Francisco**:

- Professional Opportunities in Entrepreneurship (Boston and SF)
- Professional Opportunities in Social Entrepreneurship (SF)
- Professional Opportunities in Management Consulting (Boston and SF)
- Professional Opportunities in Marketing and Advertising (SF)
- Professional Opportunities in the SF Bay Area and Silicon Valley (SF)

A much-appreciated mentor, to hundreds of young technology entrepreneurs around the world, he serves as a judge and mentor for the past ten years, in the **MIT \$100K Entrepreneurship Competition**, and recently, the **Massachusetts Challenge**, the world's largest competition. **Mike Grandinetti** mentors actively in many world class mentor capital programs, such as **TechStars and Betaspring** in the **US**, **Grow Labs** and **CEIM in Canada**, **startupbootcamp** and **SEEDCamp** in **Europe** and **IBM SmartCamp** globally. Many of his mentees have gone on to raise angel and venture capital, establishing a significant market presence.

In several cases, they have been acquired by large strategics such as **Cisco** and **Microsoft**.

A skilled public speaker, **Mike Grandinetti** has keynoted many events on innovation and entrepreneurship and was recently active on the **TEDx** speaking circuit, where he spoke on themes including the **Entrepreneurial Renaissance** and **Crowd-Funding**. He spoke at countless major events, on innovation and venture capital, for example, at the **Annual Venture Capital Outlook**, **TIE Con East**, **MIT Enterprise Forum**, the **Annual Quebec City Summit on Venture Capital and Public Policy**, **Creatively Financing Your Early Stage Venture**, the **Canadian National Research Council Annual Innovation Forum**, among many others.

As a consultant, Mike served as a corporate strategy consultant at **McKinsey and Company** and has long served as an advisor to universities on their technology transfer and commercialization strategy, and to foreign national governments and provincial governments on innovation policy and cluster formation and entrepreneurship enablement and fund raising.

He also advises companies in the health tech, medical device, clean tech, mobile, software and IT industries and sits on the board of several pioneering companies in these market spaces.

He has served as **Co- Chairman** of both the **Business Development and the Nominating Committees of WGBH public television & radio**, the flagship operation within the **US Public Broadcasting System**, while serving on the corporate executive board for the past 14 years. He served as co-chair of both the business development and nominating committees.

He graduated with an **MBA** from **Yale**, where he was named the annual **Jess Morrow Johns Memorial Scholar** and was the first ever recipient of the prestigious **Procter and Gamble Marketing Leadership** award as well as the recipient of a **Yale Teaching Fellowship**.

He earned his **BS** in mechanical and aeronautical engineering magna cum laude from **Rutgers** and was named to both the **National Engineering Honor Society** and **National Mechanical Engineering Honor Fraternity**. He was awarded the **Rutgers Engineering Medal of Excellence** for career achievement and was named **Alumni** of the Year for 2012 and he serves on the **Rutgers School of Engineering** advisory board.