

# Juan Ocampo

Date of birth: 23.05.1988 // Nationality: Mexican // Civil Status: Single

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## PROFESSIONAL EXPERIENCE

11/2018-Now

### Principal Investment Manager

High Rise Ventures GmbH, *Germany*

Investment Leads Management:

- Scouting, Due Diligence Pipeline, Negotiation

Portfolio Management & Company Building:

- Sparring partner for Pricing, Product, Traction, Sales, Biz Dev
- VC Business Development:
- PR: Speaker panels for PropTech, Smart Buildings, IoT, StartUps
- Back office: Headhunting & Marketing

11/2018-12/2020

### Managing Director & COO

RYSTA GmbH, *Germany*

- Accelerate the raise and closing of seed round
- Speed Up traction in Germany to hundreds of units
- Expansion & Biz Dev efforts to Scandinavia, Australia, USA, Switzerland
- Increase niche markets to 3 use cases: Wellness, Construction & Energy

11/2013-10/2018

### Head of Business Operations

KIWI.KI GmbH, *Germany*

Other positions: Manager Operational System and Operations Specialist

- Lead onboarding of >300 B2B accounts across >50 cities
- Scaled infrastructure and processes from 2 digits to >10.000 devices
- Initial Key Account Management for top customers
- Lead Hamburg Office and expansion of DACH-wide service
- Coordinated launch of digital and hardware products

10/2013-Now

### Lecturer - Mentor - Coach - Jury

TU Berlin, bbw Hochschule, DB Mindbox, DEGEWO, *Germany*

Different formats offered – from one day to months of work on topics like:

- Business Model Innovation, Scalability, Operations, SaaS, Pilots
- Intercultural Communication
- IT Systems, SME Policy for Success

12/2010-07/2013

### Manufacturing Technologies Engineer

Gulfstream Aerospace Corporation, *Mexico*

Other positions: Manufacturing Engineer and Planning Engineer

- Operational support in Business Cases & Production floor
- New Product Introduction & operational point-of-contact for vendors
- Lead Initiative “Customer Delight Focus Group”
- Coordination of optimization projects “Six Sigma”

03/2010-08/2010

### Project Management Officer – Aircraft

Dürr Systems AG, *Germany and France*

Intern support & documentation (English-German-French):

- Responsible for audit processes - Gate Reviews (w/ customer and internal)
- Management of Request for Quotations with suppliers
- Owner of Project Manager Schedule

## Business Model Innovation

External PhD Candidate // 2017-Now

HHL Leipzig Graduate School of Management, Germany  
Tongji University, China

## Global Production Engineering

M.Sc. // 2013-2015

Technische Universität Berlin, Germany

## Modern Languages

M.A. // 2011-2013

Universidad Autónoma de Baja California, Mexico

## Mechatronics Engineering

Dipl.-Ing. (Uni) // 2006-2011

Universidad Autónoma de Baja California, Mexico  
Universität des Saarlandes, Germany

**Spanish** - Native speaker

**English** – Bilingual

**German** – Fluent – C2

**French** – Conversational – C1

## WORK METHODOLOGIES

Scrum, Agile, Kanban

Practitioner

## INNOVATION METHODOLOGIES

Design Thinking, Service Design

Practitioner

EDUCATION

LANGUAGES

STARTUP SKILLS