

Contact

+43 664 4692648 (Home)
kambis.kohansal-vajargah@wko.at

www.linkedin.com/in/kambis-kohansal-vajargah (LinkedIn)
www.twitter.com/Kambis_Kohansal (Personal)
[instagram.com/kambis_kohansal](https://www.instagram.com/kambis_kohansal) (Personal)
www.startupnow.at (Company)

Top Skills

Entrepreneurship
Start-ups
Company Builder

Languages

English (Full Professional)
German (Native or Bilingual)
French (Professional Working)
Persian/Farsi (Professional Working)

Honors-Awards

Top Alumni Entrepreneurs in 2014 & 2015
European Youth Award Ambassador

Kambis Kohansal Vajargah

Head of Startup-Services and Deputy Head of Founder-Services at Austrian Federal Economic Chamber | StartupNOW & Gründerservice

Vienna, Vienna, Austria

Summary

Kambis Kohansal Vajargah is Head of Startup-Services and Deputy Head of Founder-Services at the Austrian Federal Economic Chamber.

He is the founding partner of several startup companies, including whatchado, Saturo, Carployee, Freebiebox or ALVERI and angel investor at Gateway Ventures and Founders of Europe.

The World Economic Forum has chosen him as a European Digital Leader guiding the digital transformation of Europe. Besides, he is advisory board member at SXSW Pitch, juror at the World Summit Awards and European Youth Award and has been named Austrian ambassador for integration.

Since 2011, he has been actively advising startups from all over the world how to scale up their ventures globally. His motto: Believe. Execute. Learn

Experience

Austrian Federal Economic Chamber

3 years 5 months

Deputy Head of Founder-Services | Bundesgeschäftsführer
Stellvertreter Gründerservice

January 2024 - Present (4 months)

Austria

Das Gründerservice der Wirtschaftskammern bietet Gründern und Startups professionelle Unterstützung beim Start ins Unternehmertum:
www.gruenderservice.at

Head of Startup-Services

December 2020 - Present (3 years 5 months)

Austria

Mehr füreinander statt gegeneinander. Gemeinsam mit der Community zu einem echten Startup-Ökosystem. Mehr zur neuen WKO Startup-Initiative, dem Head of Startup-Services, unseren Open Office Hours & der österreichweiten Spotlight-Tour: www.startupnow.at

FUTURE MC

1 year 10 months

Board Member

January 2024 - Present (4 months)

Vienna, Austria

Future MC ist das exklusive Business-Netzwerk für junge Führungskräfte und Expert:innen. Wir fordern und fördern unsere Mitglieder und bieten ausgezeichnetes Networking auf Augenhöhe mit Top-Manager:innen. Unser Ziel ist es, Leadership neu zu definieren. Eine Mitgliedschaft ist auf Einladung möglich: www.managementclub.at/future-mc

#futuremc Building a Future Leadership Community.

Member

July 2022 - Present (1 year 10 months)

Wir sind ein exklusives Business-Netzwerk für Expert:innen und Führungskräfte, die in der Mitte ihres Karrierewegs angelangt sind – und sich auf den nächsten Schritt vorbereiten. Unsere Mitglieder kommen aus verschiedenen Branchen, aus verschiedenen Positionen und unser gemeinsamer Fokus ist #Leadership - neu denken und neu entwickeln. Wir sind ein aktives Netzwerk - wir arbeiten als Team und sind im ständigen Austausch. Wir organisieren on- und offline Veranstaltungen, Workshops, Thinkatons, Vorlesungen, um uns weiterzubilden und voneinander zu lernen.

#FutureManagementClub ist Impulsgeber und Brücke zwischen den Generationen: Management Club und UNI MC. Eine Mitgliedschaft ist auf Einladung möglich: www.managementclub.at/future-mc

SXSW

Pitch Advisory Board

July 2023 - Present (10 months)

Austin, Texas, United States

SXSW Pitch returns to showcase some of the global startup ecosystem's most exciting, innovative, and cutting-edge technology! The event showcases

innovative new technology to a panel of industry experts, high-profile media professionals, venture capital investors, and angel investors. Categories include Artificial Intelligence, Voice, & Robotics; Enterprise & Smart Data; Entertainment, Media & Content; Extended Reality and Web3; Future of Work; Food, Nutrition, & Health; Innovative World Technologies; and Smart Cities, Transportation & Sustainability, Student Startup. More on: <https://www.sxsw.com/pitch/>

Junior Achievement Austria

Beirat

January 2022 - Present (2 years 4 months)

Junior Achievement Austria setzt Bildungspraxisprogramme im Bereich Entrepreneurship Education um, die unternehmerische und soziale Kompetenzen von Jugendlichen durch reale Auseinandersetzung stärken. JA Austria fungiert so als wichtige Schnittstelle zwischen Wirtschaft und Schule. Seit 1995 haben mehr als 50.000 SchülerInnen an unseren Programmen teilgenommen: <https://www.junior.cc/>

Founders of Europe

Co-Founder

December 2021 - Present (2 years 5 months)

Founders of Europe is an early-stage startup investment consortium that was founded by seven experienced startup founders. We make pre-seed and seed investments on a regular basis. If you are currently seeking funding for your startup, please apply for funding on our website: www.foundersofeurope.com/

Community Creates Mobility

Orchestrator

March 2019 - Present (5 years 2 months)

We develop mobility for our future and with social responsibility. We want to create a basis so that organizations, startups, corporates as well as civil society groups and citizens can work together to make mobility as a common good accessible to everyone in the best possible way. This means that mobility is understood holistically. Our goal is to create a social movement to initiate a public debate and raise open questions.

More information: <https://zusammenbewegen.at/>

vendevio

Founding Partner

January 2019 - Present (5 years 4 months)

Linz

\\Vendevio incorporates ventures and development and is Austria's most versatile software company. We provide professional implementation of custom software, mobile applications, websites, blockchain platforms, server administration and CTO-as-a-service.

\\Connecting advanced technologies and challenging projects within the founder's mindset, creates an environment of constant innovation. As a startup company in its own, vendevio thus also promotes spin-off ventures.

\\Tech Stack

Java, PHP, C#, C++, Python, SQL, Go, R, Swift, JavaScript, Typescript, NodeJS, .Net Core, Spring, JavaEnterprise, Laravel, Xamarin, Npm, Biopython, Angular, VueJS, Ionic, React, MySQL (MariaDB), PostgreSQL, DynamoDB

\\Join us now @ <https://www.vendevio.com>

Carployee | carpooling for employees

Founding Partner

January 2018 - Present (6 years 4 months)

Vienna

Carployee offers large businesses and business parks a white-label platform (Web + Mobile App) that automatically creates carpools for employees.

Carployee helps to innovate the mobility behavior of commuters and generates a variety of added value for companies and employees. For instance, measurable CO2-reduction for companies and lower costs for commuters.

If you are interested to collaborate, please contact me or visit: <http://www.carployee.com/>

World Economic Forum

European Digital Leader

August 2017 - Present (6 years 9 months)

European Digital Leaders are digital experts and start-up ecosystem builders from across Europe who are dedicating their time, energy and passion to making their metropolitan city-region a digital innovation hub.

The purpose of this non-partisan network, which falls under the Forum's Building a Pan-European Ecosystem for Innovation and Entrepreneurship project, is to build strong bridges for collaboration and exchange between Europe's many vibrant digital innovation hubs.

More information: <https://www.weforum.org/>

ARTI-Autonomous Robot Technology GmbH

Founding Partner

March 2019 - Present (5 years 2 months)

Graz

ARTI offers innovative robotic solutions for urban logistics. The self-driving delivery cart autonomously follows people and can be used for last-mile delivery. Via artificial intelligence, our robot is able to traverse typical urban and rural landscapes at walking speed while carrying parcels. Our goal is to shape the future of real autonomous transport within the upcoming years.

More information: <https://arti-robots.com/>

MoreThanDigital.info

Advisory Board

January 2019 - Present (5 years 4 months)

Zürich Area, Switzerland

MoreThanDigital is the biggest Information platform regarding digital business and digital transformation for SMEs in Germany, Switzerland and Austria. We share knowledge of experts and give everyone access to relevant knowledge within the digital and digital transformation area.

As one of Europe's leading initiatives, we partner with events, deliver keynotes, share better practices and also support people in events, workshops and seminars for their own digital transformation.

More information: <https://morethandigital.info/>

ICU.net.AG

Advisory Board

January 2019 - Present (5 years 4 months)

Passau Area, Germany

icunet is Europe's biggest provider and quality leader for intercultural consultation, qualification, global mobility management and strategy

consulting. The interdisciplinary team of experts unifies competence for over 75 countries and 25 languages.

In Europe, icunet has 26 DAX listed companies as well as over 350 family-run companies of the European economy among its clients. As an intercultural management consultancy, icunet provides all intercultural services related with the assignment management process. This synergy effect is unique.

More information: <https://www.icunet.ag/>

QuickSpeech

Founding Partner

July 2018 - Present (5 years 10 months)

QuickSpeech is a completely individual software solution that trains employees from all industries effectively. Based on gamification, QuickSpeech offers an easily accessible app for its users. With less than 60 seconds learning effort per day, it playfully expands relevant knowledge. Micro & mobile learning for your employee onboardings, skill building, talent management and executive coaching!

If you are interested to collaborate, please contact me or visit: <https://www.quickspeech.info/>

Freebiebox

Founding Partner

April 2018 - Present (6 years 1 month)

Vienna

Freebiebox is Europe's most innovative surprise box yet. Every year, over 500 million promotional products are thrown away in Germany only. Freebiebox tackles this intolerable condition by offering a box full of high quality items that no one wants to throw away. Our surprise boxes are compiled by hand and individually adjusted to the customers' interests.

If you want to collaborate, please contact me or visit: <https://www.freebiebox.eu/>

Saturo Foods

Founding Partner

March 2017 - Present (7 years 2 months)

Vienna

Saturo is Europe's first meal in a bottle offering balanced and healthy nutrition. We support you when you have no time available to prepare your own food. It's ready to drink form makes it extremely convenient – at work, home or on the go. It is currently available in three flavours, original, chocolate and coffee, and offers everything your body needs – from protein, carbohydrates, lipids and fiber to vitamins and minerals.

Our mission is to provide you a convenient, healthy and delicious meal so you can stay in the flow.

Discover it yourself now: <https://www.saturo.eu/>

FHWien der WKW

Lecturer

March 2018 - Present (6 years 2 months)

Vienna

FHWien der WKW is Austria's leading university of applied sciences for management and communication. Working in close contact with Austrian corporations, FHWien der WKW offers comprehensive and practice-oriented academic programs to over 2,700 students.

Starting with March 2018, I will work with a group of bachelor students on my latest initiative, "The Founders Academy", developing the roll-out of this international acceleration program for shaping a new embodiment of entrepreneurs. Stay tuned.

accent Gründerservice | Creative Pre-Incubator

Startup Mentor

April 2018 - Present (6 years 1 month)

Vienna

The Creative Pre-Incubator (CPI) powered by Accent Gründerservice is Lower Austria's biggest high-tech incubator for pre-seed startups. Student groups and young professionals are supported in refining their business ideas and ultimately founding their companies.

I am involved as a startup mentor, working with highly motivated teams in the fields of market research, marketing communications and social media marketing.

For more info you can visit: <http://creativepreincubator.at/>

Self-employed

Management Consultant & CEO

September 2016 - Present (7 years 8 months)

Worldwide

Passionate management consultant and reliable wing-man in the fields of digital marketing, corporate development and leadership. Loving to support clients when it comes setting up a sustainable strategy and implementing them effectively in day-to-day operations. Reference projects include multinational enterprises, startups from various industries and public institutions. My competences include:

- ✓ Developing growth strategies
- ✓ Developing new revenue streams for your business
- ✓ Improving the efficiency of organizational operations
- ✓ Pursuing successful leadership practices
- ✓ Optimizing B2B and B2C lead generation
- ✓ Content marketing
- ✓ Social media marketing
- ✓ Search engine optimization
- ✓ Search engine marketing / advertizing
- ✓ Performance management of campaigns
- ✓ Successful self-branding or as I would say "Swaggering"

Verticals incl. FinTech, HardwareTech, CleanTech, HeathTech, DataTech & Social Impact

Austria Wirtschaftsservice

Jury Member & Startup Mentor

October 2016 - Present (7 years 7 months)

Vienna

aws First

Your future. Your business.

aws First fosters entrepreneurial spirit in Austria by supporting upcoming entrepreneurs on their way to the very first startup company. In this respect, the program's service portfolio includes professional coaching, financial support and a large network of experts to fully unleash one's business potential.

I will be involved as a startup mentor in a highly motivated startup team, guiding them in the world of entrepreneurship. Our goal is to prepare them for market fit and entry. Ask-me-anything, here we come!

For more info you can visit: www.awsg.at/first

Institute for Entrepreneurship & Innovation, Vienna University of Economics and Business

Startup Coach

October 2016 - Present (7 years 7 months)

Vienna

Starting in October 2016, I am privileged to mentor students and future entrepreneurs in developing their very own startup ideas. This highly accredited startup garage drives innovation and entrepreneurial mindset.

My role demands knowledge sharing and creation in various fields, including leadership, business development, strategic management, marketing, sales and human resources.

For more check: <https://www.wu.ac.at/en/entrep/>

SLAX StartupLeitner Accelerator

Startup Mentor

March 2017 - Present (7 years 2 months)

Vienna

StartupLeitner is Austria's biggest, volunteer network of experts, supporting innovative startup companies in their road to success. The network provides ambitious entrepreneurs with essential skills in product, sales, marketing, finance, legal, human resources, leadership and many more. I am entitled to join an amazing group of experts next to the likes of Heinrich Prokop, Eveline Steinberger-Kern and Daniel Cronin – empowering startups to rise beyond the ordinary.

For more visit: <http://www.startupleitner.com/>

primeCROWD

CMO & COO

November 2016 - March 2019 (2 years 5 months)

Vienna

primeCROWD is Austria's biggest network of startup investors with currently over 800 active investors, including the likes of high-profile business angels such as Johannes Siller, Markus Ertler and Heinrich Prokop. We foster the Austrian and European startup eco-system by connecting investors and startups.

I am one of the managing partners responsible for marketing, operations, strategic development and venture capital within the network. Our startup portfolio covers FinTech, CleanTech, HealthTech, IT & Software, Big Data & Social Impact in particular.

For more information please visit: <https://www.prime-crowd.com/>

Creative.Region Linz & Upper Austria and Austria Wirtschaftsservice (aws)

Startup Mentor

September 2016 - December 2017 (1 year 4 months)

Linz

Creative Media Entrepreneur is a new program that supports emerging entrepreneurs in the development and implementation of their creative media projects. In this context, projects may range from highly gamified apps to sophisticated hardware solutions. Starting in September 2016, the program will last over a timespan of ten months. It is powered by Creative.Region Linz & Upper Austria and Austria Wirtschaftsservice (aws).

I will be involved as a startup mentor in four, highly motivated startup teams, guiding them in the world of entrepreneurship. Our goal is to prepare them for market fit and entry. Ask-me-anything, here we come!

For more info you can visit: <http://creativeregion.org/projekte/creative-media-entrepreneur/>

whatchado

4 years 7 months

Co-Founder, CMO & Biz Guy

June 2013 - August 2016 (3 years 3 months)

Vienna

Head of Marketing

Responsible for business development, strategic partnerships, content distribution, user acquisition and initiator of several projects including whatchaSKOOL and HR BarCamp Vienna (www.hrbarcamp.at).
Co-responsible for raising € 4M+ in capital funding.

Beginning with 2013, I have been mainly responsible for the development and professionalization of the marketing department. During this time the team has grown to over ten people and thus became one of the largest in the company. Our day-to-day business includes strategic partnerships, B2B marketing, social media marketing, design & branding, content strategy, SEO, SEM/SEA, public relations & product development. I have been involved in setting up the strategy and operational execution, both at the same time. Constant annual doubling of user numbers and more than 400 media reports in print, TV, radio and online with a value of € 2.5M are the positive outcome.

Apart, I have been strongly involved in the acquisition of more than € 4M in total investment, starting from 2013. My work has covered the whole investment acquisition process, i.e. analyzing potential investors, preparing all relevant materials including the pitch deck and investor talks. Successful investments by famous Austrian Business Angel Johann Hansmann (Runtastic, Shpock), Brigitte Ederer (Former board member of Siemens AG), Claus Raidl (President of the National Bank of Austria) and Family Offices such as Püspök, Umdasch and Ehrlich-Adám.

Co-Founder, Sales Analyst & Biz Guy
February 2012 - May 2013 (1 year 4 months)
Vienna

Sales Analyst

Being aware of the importance of generating revenues to be much more independent from external funding, we formed a team of three to set up and professionalize our sales. The latter is now one of our core competencies.

I was mainly responsible for analyzing and optimizing our positioning, presentation and sales funnel performances. Making much in-depth research, we achieved to multiply our revenue streams and sales conversion. In the first two years of existence, we thus acquired over 50 multinational, corporate clients and won a turnover of over € 600,000.

OTW Marketing GmbH
Executive Assistant
March 2012 - December 2015 (3 years 10 months)

Operating officer and supporting the CEO with strong focus on Business Development. My daily tasks included the development of an international range of partnerships and cooperations. Besides, I was responsible for setting up multilingual contracts for international clients.

OTW Handels GmbH

Executive Assistant

September 2011 - February 2012 (6 months)

Vienna

Corporation for international Import-Export,
Marketing & Sales

Sherkate Mashinalate Iran

Purchasing & Sales Intern

June 2010 - July 2010 (2 months)

Teheran

Sole agency of PALFINGER AG in Iran,
Engineering department

HASCH & PARTNER

Paralegal on contractual basis

August 2009 - December 2009 (5 months)

Vienna

Law firm with focus on business law

Rechtsanwaltskanzlei Mag. Christian Grasl

Paralegal

June 2009 - July 2009 (2 months)

Vienna

Law firm and attorney

Sherkate Mashinalate Iran

Marketing Intern

June 2008 - August 2008 (3 months)

Teheran

Sole agency of PALFINGER AG in Iran

CHP Handels GmbH

Accounting Intern

June 2007 - August 2007 (3 months)

Vienna

Corporation for international Import-Export

CHP Handels GmbH

Accounting Intern

July 2006 - August 2006 (2 months)

Vienna

Corporation for international Import-Export

Education

University of Liverpool

Master of Science (MSc.), International Management · (2013 - 2017)

WU (Vienna University of Economics and Business)

Bachelor of Science (BSc), Business, Economics and Social Sciences, Major in International Business Administration · (2007 - 2011)

Darla Moore School of Business

Bachelor of Science (BSc), Business, Economics and Social Sciences, Major in International Business Administration · (2010 - 2010)

Goethe-Gymnasium Wien (GRG XIV)

High school diploma · (1998 - 2006)