

Mateusz Ciasnocha

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My personal mission is to **unleash dormant potential**. My guiding value is **curiosity**.
I am particularly passionate about: **agriculture, energy, Africa, innovation & entrepreneurship and religions**.

Education

- 2016 – 2018 **ESCP Europe Business School: *Master in Energy Management***
- Studied in London and Paris, as well as participated in the ESCP US Energy Management Seminar 2017 to Washington, D.C. and Houston, TX.
 - Achieved second place at the ESCP Trading Challenge: over 90mln USD profit generated over two virtual trading days.
 - Researched, as part of his Master Thesis, coal markets in Africa with specific focus on finding business opportunities for Polish enterprises.
- 2016 – 2019 **University of Oxford: *Undergraduate Certificate of Higher Education – Philosophy***
- Successfully completed on-line Introductions to: Epistemology, Philosophy, World Religions, Political Philosophy, Logic, as well as face-to-face course on Buddhism.
 - Currently pursues Philosophy of Religion course on-line.
- 2013 – 2016 **Hult International Business School: *Bachelor of Business Administration***
- Studied in London, Dubai, San Francisco & Shanghai.
 - Awarded Dean Scholarship and Scholarship for Emerging Leaders.
 - Honors Student: completed – with distinction – research of FDI into African agriculture as part of his Honors Thesis.
 - Co-founded Hult Polish Society and served as its President while at Hult IBS.
- 2012 **West London College: *Certificate in Business Administration***
- Participated in a four-week long, hands-on business programme with modules in: management, marketing, finance and law.
 - As part of a diverse team, delivered consulting assignment for a UK-based client operating in the healthcare sector, who considered expanding operations into Mexico.
 - Toured and engaged in a Q&A session with the management of Coca-Cola's bottling facility and Chelsea Football Club.

Work Experience

- 1/2018 – 6/2018 **Fellow, IDEX Fellowship** (Bangalore, India)
- Consults on designing communication strategy and its roll-out to Vrutti: NGO working with 130.000 small-holder farmers through India.
 - Analyses structure of agricultural value chains in India and globally and models their development with the goal of influencing strategic positioning of Vrutti.
- 9/2017 – 11/2017 **Business Development Manager, HiredGrad** (London, UK)
- Designed and implemented interview process for in-depth understanding of our clients: interviewed over 20 students and provided actionable insights to the management.
 - Successfully negotiated and established five partnerships with external partners.
- 6/2017 – present **Agricultural Advisor & Expert, The Center for Industrial Development** (International)
- Provides highest-quality insights, research and analysis on global agricultural and energy issues with particular focus on emerging markets.
 - His most recently published article can be accessed by clicking [here](#).
 - Established two media partnerships with international conferences and currently works on securing an investment partnership with a certain Asian government.

- 7/2016 – 6/2017 *Vice President – Support, **Oxford Entrepreneurs** (Oxford, UK)*
- Mentored and supported over 15 start-ups with three start-ups succeeding to raise Round B of funding.
 - Ensured the success of Oxford Inspires 2017 by selling 20% of the available tickets and securing 15% of the event’s speakers.
 - Led the organization of the OE Silicon Valley Trip 2017 by securing 30% of the company visits.
- 6/2016 – 6/2017 *Executive Assistant to John Godson, **The African Institute** (Łódź, Poland)*
- Edited and disseminated monthly newsletter on African affairs to members of the African Institute: grew the size of the newsletter from 6 to 24 pages within the year.
 - Responsible for the marketing strategy of [#PolAfro2017](#) African and European editions. Secured five media partnerships and created pipeline of 15 businesses interested in participating in the event.
- 3/2016 – 2/2018 *International Business Development Manager, **Convert Coal** (Los Angeles, US)*
- Conducted global market assessment for the technology finalized with identification of the focus markets: Poland, East Mediterranean, India and the US.
 - Facilitated high-level introductions to business, government and political leaders of Poland, US, India, Greece, Israel, China and UAE.
 - Designed and supported the implementation of market entry to one of the above markets.
- 10/2015 – present *Deputy Editor-in-Chief & COO, **InvestAfrica.pl** (International)*
- Frequent commentator on Africa in Poland: including [radio interview](#) for the Polish Radio during President’s Duda visit to Ethiopia in May 2017.
 - His most recently published article can be accessed by clicking [here](#).
 - Responsible for managing and developing network of associated journalists now consisting of seven excellent contributors.
 - Engineered, implemented and delivered on over 15 global media partnerships with events including: [Agri-Indaba](#), [LSE Africa Summit](#), or [LBS Africa Business Summit](#).
 - Strengthened InvestAfrica’s Facebook account: increased number of Facebook’s following six-fold in 10 months – from 500 to over 3.200.
- 9/2015 – present *Associate Editor, **top agrar Polska** (Poznań, Poland)*
- Provides highest quality insights, research and analysis on global agriculture, food and nutrition to the most widely-read magazine for Polish farmers.
 - His most recent article can be accessed by clicking [here](#).
- 4/2015 – 5/2016 *Expert – Agriculture, **Youth Reform Poland** (Warsaw, Poland)*
- Conducted 25 in-depth, semi-structured interviews with various stakeholders of the Polish agricultural sector, including the Polish Ministry of Agriculture and Rural Development.
 - Result: co-authored a 30-page report that identified three greatest threats to the Polish agriculture and, in the report form, proposed feasible solutions for overcoming the problems.
- 3/2015 – 10/2015 *Team Leader – Project Management Office, **Circular Society** (Zug, Switzerland)*
- Designed and implemented project management structure for the eYe (European Youth Employment) Project of Circular Society.
 - Led a team of 7 permanent and up to 15 voluntary project contributors during the pilot project.
- 11/2014 – 10/2015 *Project Associate, **The World Bee Project** (London, UK)*
- Designed market entry strategy for promoting development of bee farms in the center of London.
 - Created pipeline of 10 partners interested in contributing to the project.

- 5/2014 – 6/2016 *Head of External Relations, Oxford Entrepreneurs* (Oxford, UK)
- Mentored and supported over 30 early-stage entrepreneurs with seven mentees incorporating their businesses.
 - Ensured the success of Oxford Inspires 2015 & 2016 by selling 15% of the available tickets and securing 10% of the event's speakers for both editions of the event.
 - Designed and conducted the first ever OE Australia Study Tour, which allowed 10 participants to join the largest student-run entrepreneurial conference on the Southern Hemisphere.
- 8/2013 – 9/2013 *Intern, Pomorskie in the EU Association* (Brussels, Belgium)
- Managed Association's communication platforms: created and disseminated weekly newsletter as well as maintained website and Facebook profile, resulting in 100% increase in the number of Facebook followers within a month – from 150 to 300.
 - Attended seven working meetings of the European Parliament's Committees, with a focus on agricultural and economic issues, and reported back to senior management.
- 9/2010 – present *Head of International Affairs, Ciasnocha Family Farms* (Stobiec, Poland)
- Set up, negotiated and executed machinery purchase contracts valued at over \$3 million.
 - Participated in the 3-day trade mission of EU Commissioner of Agriculture, Phil Hogan, to Japan in April 2016, as a member of high-level 45-business people delegation.
 - Recently negotiated a legal agreement to bring disruptive variety of wheat to Europe from the US for field trials and subsequent commercialization.

Other Experience

- 12/2017 *Delegate, Think Africa* (Lagos, Nigeria)
- Participated in the study tour aimed at engaging African diaspora with the continent through participation in rich business and cultural programme, including meetings with key individuals, such as: Olusegun Obasanjo – the former President of Nigeria.
- 12/2017 *Volunteer, Global AgInvesting Summit* (London, UK)
- 10/2017 *Delegate, St. Petersburg Gas Forum* (St. Petersburg, Russia)
- Selected as one of the two delegates to represent ESCP Europe Business School at the most important gas forum in Russia.
- 8/2017 *Student Case Competition, InnovateFoodDK* (Aarhus, Denmark)
- As part of diverse team, consulted with Denmark's largest potato-starch business assessing global market opportunities in potato-fiber markets. Designed strategy allowing the client to leverage capabilities in order to tap into identified market niche.
- 8/2017 *Fellow, Preparing Global Leaders Summit* (Moscow, Russia)
- 7/2017 – 11/2017 *Entrepreneur-in-Residence, Oxford Entrepreneurs* (Oxford, UK)
- Mentored and supported entrepreneurs and start-ups at each stage of venture creation with the particular focus on early stage ventures.
- 6/2017 *Fellow, EFC Academy* (Sopot, Poland)
- 12/2016 – 1/2017 *Volunteer, Taizé Youth Meeting* (Riga, Latvia)
- 12/2016 *Volunteer, Global AgInvesting Summit* (London, UK)
- 10/2016 – 12/2016 *Financial Analyst, South Africa-based Investment Fund* (Poland & South Africa)
- Sourced and conducted pre-diligence on CEE-based food & beverage SMEs looking for a strategic growth partner ready to provide expansion capital.

- 9/2016 – present *Certified Program Facilitator, 3 Day Start-up* (Austin, Texas)
- Completed qualification, which allows him to run three-day long, hands on lean business model programme targeted at university students.
- 8/2016 *Fellow, Harvard Project for Asian and International Relations* (Hong Kong, Hong Kong)
- 8/2016 *Impact Fellow, 180 Degrees Consulting* (Lima, Peru)
- Consulted with a social enterprise in Peru, focused on how to strengthen the product-market fit of the service proposition of the client.
- 8/2016 *Fellow, South American Business Forum* (Buenos Aires, Argentina)
- 7/2016 *Volunteer – Call Centre, The World Youth Days* (Kraków, Poland)
- 6/2016 – 7/2017 *Fellow, Tertio Millenio Seminar* (Kraków, Poland)
- 6/2016 *Student Case Competition, IFAMA* (Aarhus, Denmark)
- As part of diverse team, consulted with one of the world’s largest agricultural chemical producers on how to scale new innovative service offering of the client: our team won the student challenge.
- 5/2016 *Volunteer, Global AgInvesting Summit* (New York, US)
- 1/2016 *Fellow, Global Innovative Youth Conference* (Brisbane, Australia)
- 11/2015 *Mentor, Beta-I* (Lisbon, Portugal)
- Mentored five start-ups participating in structured acceleration programme: [Beta-Start](#).
- 11/2015 *Innovation Judge, Brussels Innova* (Brussels, Belgium)
- 10/2015 *Volunteer, Future Food Forum* (London, UK)
- 9/2015 *Volunteer, Global AgInvesting Summit* (Singapore, Singapore)
- 3/2015 – 9/2016 *Ambassador, STEMNET* (London, UK)
- 1/2015 *Volunteer, The Great Orchestra of Christmas Charity* (London, UK)

Various

Member of: [Institute of Directors](#), [Chatham House](#), [the Royal African Society](#), [International Farm Management Association](#), [DLG: German Agricultural Society](#), [International Food and Agribusiness Management Association](#) & [the Energy Institute](#).

Languages: English (fluent), Polish (native) & French (beginner).