

KOSTAS GRIGORIOU

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Strategist, thinker, leader, team builder, venture developer, and teacher with experience in venture capital, strategy consulting, high-growth startups, entrepreneurship, and academia across industry verticals.

CURRENT

Purdue University, Daniels School of Business
Visiting Professor

West Lafayette, IN
08/24 - now

- Teach Strategic Management
- Help IBE student teams with their Capstone projects and build corporate partnerships
- Empower Purdue-connected startups, entrepreneurs, tech commercialization

EDUCATION

Georgia Institute of Technology

Atlanta, GA
08/12

PhD in Strategic Management, Innovation, and Entrepreneurship

- Dissertation: "Essays on the Microfoundations of the Knowledge-Based View: Human Capital, Knowledge Networks, and Innovation Strategy", Dissertation Committee: Frank Rothaermel (Chair), Henry Sauermann, Alex Oettl, Stelios Kavadias (Operations), Christina Shalley (OB), John Walsh (Public Policy)

INDUSTRY EXPERIENCE

Forum Ventures
Managing Director

Indianapolis, IN, New York, NY & Toronto, Canada
08/22 - 08/24

- Designed and led the new Forum Venture Studio to build 12 startups in AI, vertical SaaS, healthcare
- Developed the venture building playbook, built out concept pipeline and a robust founder network
- Hired and coached a team of 11 spanning business design, product design, marketing, sales, technology, recruiting, HR, and finance
- Pivoted studio to AI leading to the launch of 10 AI startups with exceptional co-founders

Roche
Open Innovation Strategy and New Ventures Acceleration

Indianapolis, IN
05/22 - 12/23

- Designed the incubation and acceleration of new ventures at Roche Diabetes Care for the Innovation & Customer team and identified concrete opportunities for profitable growth

The Sanguine Lab - a digital health venture studio
Founding CEO, Chief of Staff, Business Design

Indianapolis, IN
05/20 - 05/22

- Raised \$4M and launched a mission-driven venture studio in human-centric digital health, hired a team of 12 and built a network of academics and experts to source, validate, and launch startups
- Launched Chronicles Health, a digital disease management solution for IBD, with pre-seed VC funding, built initial team of 8, and onboarded a CEO. Co in talks to sell its assets.
- Launched Khyria, the all-in-one toolkit helping with the transition into menopause, designed the concept, raised funding, and onboarded the CEO. Co in talks for acquisition.

High Alpha & High Alpha Innovation
Director, Business Design and Corporate Innovation

Indianapolis, IN
08/19 - 08/21

- Led the business design team at High Alpha Innovation - partnering with corporations, universities, and VC funds to build venture studios or startups together
- Led the corporate innovation team at High Alpha building B2B SaaS startups with corporations
- Led the business design team at High Alpha building B2B SaaS startups out of the studio

McKinsey & Co
Jr. Engagement Manager

Atlanta, GA & Indianapolis, IN
03/17 - 08/19

- Led F500 commercial & operational transformations through agile digital ventures (spin-ins)

Ergon Foods	Miami, FL New York, NY Thessaloniki, Greece	
<i>Strategist for high-growth artisanal food brand (retail & CPG)</i>		01/13 - 01/17
StartUP FIU		Miami, FL
<i>Co-founder, accelerator for startups from FIU students and alumni</i>		11/14 - 01/17
Startup Miami		Miami, FL
<i>Director of Innovation and Coaching for venture catalyst and consultancy</i>		10/13 - 02/15
Startup Quest - CareerSource Broward		Fort Lauderdale, FL
<i>Virtual CEO for 2 teams in 12-week patent commercialization training program</i>		03/14 - 02/15

ACADEMIC EXPERIENCE

Florida International University		Miami, FL
<i>Assistant Professor of Strategy, Innovation, Entrepreneurship</i>		08/12 - 03/17

ACADEMIC PUBLICATIONS

Grigoriou K, Rothaermel FT, 2017, Organizing for knowledge generation: internal knowledge networks and the contingent effect of external knowledge sourcing, *Strategic Management Journal* 38(2), 395-414

Grigoriou K, Rothaermel FT, 2014, Structural microfoundations of innovation: the role of relational stars, *Journal of Management*, 40(2), 586-615

ACADEMIC TEACHING EXPERIENCE

Strategic Management - Undergraduate, MBA, Exec MBA
 Managing Innovation - Undergraduate, MBA
 Entrepreneurship - Undergraduate, MBA
 Design Thinking - Undergraduate, MBA

RESEARCH INTERESTS

Technology and innovation strategy, organizational theory, learning and design, technology entrepreneurship, life sciences, knowledge-based view and networks, human capital development and strategic HR, economics and sociology of science, technological change and the microfoundations of firm- and system-level capabilities.

RESEARCH AWARDS & Invited Presentations

Best PhD Paper Award and Best Paper Award Finalist, SMS Conference (2010)
 Best Paper Award, DRUID (2010)
 Strategy Research Foundation (SRF) Dissertation Scholar (2010)
 Ashford Watson Stalnaker Memorial Prize for Student Excellence, Georgia Tech (2011)
 National Science Foundation, Grant SES 0545544 (2009 – 2012, PI: Frank T. Rothaermel)
 Gerondelis Foundation, Research Grant (\$5,000 - 2009)

Research presentations at: AoM, SMS, DRUID, Darden-UVA, Wharton, Maryland, Washington, Case Western, Oregon, Michigan, Bocconi, INSEAD, London Business School, HEC Paris, CBS, IE, ESMT, UCL, UCD, Imperial College London, Tilburg, IBM Research

ACADEMIC TEACHING MATERIAL PUBLISHED

Case Studies in Rothaermel, F.T. 2012. *Strategic Management. Concepts & Cases*. McGraw-Hill.

- IBM and the Emerging Cloud Computing Industry
- Better World Books: Social Entrepreneurship and the Triple Bottom Line