Onsi Sawiris
https://www.linkedin.com/in/onsisawiris

PROFESSIONAL EXPERIENCE

HOF Capital – New York, NY — September 2014 - Present
Co-Founder & Managing Partner, *Global Venture Capital Firm*

- Co-founded a venture capital firm that focuses on investing in emerging growth technology startups with an international scope
- Built the firm's foundation, defined its long-term strategy, hired a team of investment professionals including a former colleague & numerous industry experts, raised funding, and sourced several investments
- Led initiative to expand the firm's geographical presence by launching its UK office in June 2016
- Provide active portfolio company support/acceleration by leveraging my family's network and business holdings
- Currently serving as a Board Director of Optii Solutions (HOF led its Series A), recruited a hotel industry veteran to join the Board, helped increase the company's pipeline by 400%+, and helped secure key rollouts with the Steigenberger Hotels and Intercontinental Hotel Group
- Currently serving as a Board Director of Mach Music, secured a strategic joint venture with ARPU+ (which significantly expanded Mach Music's global reach), and sourced a key co-investor (Overall Capital)

Energal – Cairo, Egypt — August 2014 - Present
Co-Founder & Member of Board of Directors, *Renewable energy company*

- Seeded ~$10k of capital into company and helped establish initial operations alongside CEO
- Started operations in Egypt by leveraging large-scale solar power generation projects to support the BoP village model
- Partnership with Gram Power to participate in tender by The Egyptian Electricity Holding Company (EEHC), to import electricity smart meters for rural villages across Egypt
- Introduced power management tools, smart meters and diverse renewable energy solutions to commercial clients

Arma Partners – New York City, NY — September 2014 – July 2015
TMT Investment Banking Analyst, *Global CMT investment bank advising on M&As, divestments and recapitalizations*

- Recruited by Citi's former Co-Head of North American Technology Investment Banking to be the firm's first Analyst 1 in NY, helping him and a Managing Director to cover the telecom and financial technology sectors
- Served as the primary Deal Analyst on the $40m sale of NTT's subsidiary Verio to Endurance International Group
- Became the only Analyst 1 to ever source a deal (Joyent) that ultimately closed and generated revenue for a Partner
- Received basic training on fundamentals of accounting and financial statement analysis and in-depth modeling and corporate valuation
- Prepared presentation materials for use in client meetings, covering topics such as strategic alternatives, capital markets activity and general corporate finance
- Responsible for creating pitch, marketing materials, valuation analyses (operating, valuation, LBO, and payout models, buyer lists, teasers, management presentations, and CIMs), and running diligence processes
- Helped put together pitches – resulting in several signed engagements – comprising companies in diverse technology verticals, including business and IT services, software, digital media, mobile, e-commerce, fintech, data analytics, cloud, IT infrastructure, communications and information security

EDUCATION

Massachusetts Institute of Technology – Cambridge, MA — June 2014
GPA: **4.6 / 5.0** | Major GPA: **5.0/5.0**
Bachelor of Science in Mechanical Engineering & Management | Minor in Economics

Deutsche Evangelische Oberschule Kairo (German Evangelical School in Cairo) – Cairo, Egypt — June 2010
Class Rank: 4th / **112** | Abitur: **1.6** (96th percentile)
German International Baccalaureate Diploma

LANGUAGE, HOBBIES, AND ADDITIONAL INFORMATION

Language: Native Arabic; Fluent in German, English; Proficient in French
Technical Skills: MathCAD & SolidWorks; Basic Java, Python & C++; Excel, PowerPoint, Word, CapIQ, FactSet and Financial Modeling
Hobbies: Soccer, Photography & Travel

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Companies	Positions
Italiaonline S.P.A	Director
Voltaire Capital Holdings Limited	Director
Energal	Director
Mach Music	Director
OPTii Solutions	Director
World Capital Services	Director
Inty Limited	Under appointment
IntY Holdings Limited	Under appointment