



Wojciech Gryc

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HELLO

I'm an executive, entrepreneur, and investor who builds data/AI-driven products and leads sales, customer success, and technical teams. I took Canopy Labs, my first startup, from founding to \$4 million per year in revenue. I've sourced investments yielding >10x returns. I'm a Rhodes Scholar and alumnus of McKinsey, Y Combinator, and IBM Research.

EDUCATION

University of Oxford MSc, Mathematical Modelling, Scientific Computing
2008 – 2010 MSc, Social Science of the Internet
Rhodes Scholar

University of Toronto Honors BSc (double major)
2004 – 2007 Applied Math & International Development Studies
Loran Scholar

WORK EXPERIENCE

Phase AI CEO, Co-Founder (2020 – Present)

Phase AI provides strategic consulting services to companies commercializing AI products and building data science/ML functions.

- Responsible for all aspects of sourcing professional services clients to servicing projects and engagements
- Client projects include:
 - AI investment strategy for PE firm with \$XX billion in AUM
 - Data strategy for Series B receipt scanning tech firm
 - NLP-driven product development for international press agency
 - CEO coach to numerous VC-backed AI startups and scaleups
 - Grew talent and expert community from 0 to over 3,000 data scientists and AI professionals

Canopy Labs CEO, Co-Founder (2012 – 2019)

Canopy Labs was an AI-driven customer data platform for marketers working in physical retail, travel, ticketing, and financial services.

- Grew annual recurring revenue (ARR) from \$0 to \$4M
- Sourced, closed, and managed new logos including Expedia, JetBlue, Seattle Seahawks, Carnegie Hall, BMO, Indigo, Roots, and more
- Grew company to 35 employees across sales, product, AI/ML, etc.
- Raised VC funding from Y Combinator, Peter Thiel, and others
- Successfully exited Canopy Labs to Drop Technologies Inc. in 2018

WORK EXPERIENCE (continued)

Investor and Advisor (2017 – Present)

Angel investing, advising startups, and managing a personal portfolio of public equities via a “superforecasting” methodology.

- Investing in great leadership teams developing new technologies
- Private investments include Better Place Forests, Pyka, North (acquired by Google), Repool, Forthlane Partners, Valence, and more

McKinsey & Company Associate (2010 – 2011)

Joined the Business Technology Office upon completion of my Rhodes Scholarship, focusing on strategic initiatives within large enterprises:

- Cybersecurity strategy for a government institution in Washington, DC
- Building & piloting AI-driven lead scoring for a top North American bank
- Procurement optimization for a large North American electric utility
- Social media growth marketing strategy for a financial institution

IBM Research Graduate-Level Researcher (2007 – 2008)

Responsible for inception, prototyping, and launch of a machine learning and social network analysis (SNA) product for marketing analytics.

VOLUNTEER EXPERIENCE

YMCA of the Greater Toronto Area Board Member (2020 – Present)

Board member responsible for overseeing technology strategy, cybersecurity, and operations. The YMCA of the GTA has \$487M in assets, \$231M in annual revenue, and employs 4,900 people.

Northpine Foundation Advisor (2021 – Present)

One of Canada’s largest and most ambitious charitable foundations. Advising the funders, CEO, and inaugural staff on finance and technology.

Five Minutes to Midnight Executive Director, Founder (2003 – 2010)

Led global media development projects to promote freedom of expression and human rights in politically unstable regions, including Chad, Burkina Faso, Nepal, Brazil, and more. Scaled FMM’s presence to 30+ countries.

SKILLS

Business Investing, venture capital, product, strategic management, business planning, sales, customer success

Technical AI/ML, statistics, data and systems architecture, Natural Language Processing (NLP), Python, Java, SQL

HOBBIES

Ultramarathons, writing, and traveling the world for my next trail run