



Wojciech Gryc

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HELLO

I'm a founder, investor, and executive who builds data/AI-driven products and effectively leads sales, customer success, and technical teams. I've taken companies from founding to millions per year in revenue and have sourced investments yielding 1000%+ returns. I'm a Rhodes Scholar and alumnus of McKinsey, Y Combinator, and IBM Research.

EDUCATION

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

University of Toronto BA/BSc (double major)
2004 - 2007 Applied Math & International Development Studies
Loran Scholar

SKILLS

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

Technical Artificial Intelligence, machine learning, statistics, data and systems architecture, Natural Language Processing, Python

WORK EXPERIENCE

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

Phase AI provides strategic consulting services to companies building data science and machine learning functions. We work with C-level executives to develop ML-driven products, validate their go-to-market strategy, and build out their internal data and AI teams.

At the height of COVID-19, Phase AI expanded to support data teams coping with the challenges of the pandemic. We work directly with data scientists to help them find meaningful work, make career pivots, and plan their long-term trajectories. We've worked with 2,000+ data scientists.

Investor and Advisor (2017 - Present)

Angel investing, advising startups, and managing a personal portfolio of public equities via a "superforecasting" methodology. I invest in companies with great leadership teams who are developing new technologies and changing the way people work and live.

Private investments include Better Place Forests, Pyka, North (acquired by Google), Repool, Forthlane Partners, Valence, and more.

**WORK
EXPERIENCE
(continued)**

**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, backed by Y Combinator (S12) and Peter Thiel's Valar Ventures. As co-founder and CEO, I oversaw the inception of the company and grew product, customer success and sales to encompass millions in annual revenue. Our customers included JetBlue, Expedia, BMO, Roots, Indigo, Carnegie Hall, and dozens of others.

Canopy Labs joined Drop Technologies Inc. in late 2018.

**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 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)**

Advising the funders, CEO, and inaugural staff of one of the largest and most ambitious charitable foundations in Canada.

**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.

HOBBIES

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