

CARLOTA VENTO COLOMINA

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EU Work Permit holder & authorized to work in the US (L-2 Visa)

PROFESSIONAL SUMMARY

Passionate about innovation and technology, I have been working as an early-stage investor at Plug and Play Tech Center and supported world-leading corporations in collaborating with startups. Looking to continue supporting the expansion of innovative companies by building strategic partnerships that will drive business growth.

PROFESSIONAL EXPERIENCE

PLUG AND PLAY TECH CENTER

VALENCIA, SPAIN / VIENNA, AUSTRIA

Ventures Associate

Nov. 2021 – Oct. 2023

- Sourced and analyzed 600+ early-stage startups based on specific challenges from Plug and Play's corporate partners (Smart Cities & Travel verticals), resulting in over 35 PoCs being facilitated.
- Supported over 10 clients as an account manager, running their innovation and accelerator programs. This included the launch of a Corporate Venture Capital activity (from scouting to due diligence), resulting in 3 investments of \$1.5M.
- Evaluated 30+ pre-seed, seed, and series A investment opportunities, conducting due diligence, making investment recommendations, and supporting portfolio companies.
- Created trend presentations to summarize technologies, business models, and scalability for executive decision makers at industry leading corporations (airports, airlines, real estate, insurance).
- Mentored 8 startups in an acceleration program and advised them on go-to-market strategies, capital raising and scaling.
- Ambassador for Plug and Play FoundHER – fostering female entrepreneurship by enabling strategic connections.

SACYR

MADRID, SPAIN

Open Innovation

MAY. 2021 – NOV. 2021

- Led the activation of relationships with 12 Venture Capital firms, contributing to identifying dealflow and building strong links with the innovation ecosystem.
- Coordinated the Open Innovation Program and two Intrapreneurship campaigns, from use case ideation to implementation of new technologies, scouted 150+ solutions and evaluated the fit of 30+ startups to existing business challenges.

INSPIRING GIRLS FOUNDATION

MADRID, SPAIN

Project Coordinator

SEPT. 2019 – DEC. 2019

- Co-launched and led the Project Management, Business Development and Marketing efforts for a technology education project for 220 girls across Spain.
- Designed multiple events and sponsor engagement initiatives to create stakeholder value through social impact.

QUUM COMUNICACIÓN

MADRID, SPAIN

Account Management

JUN. 2018 – AUG. 2018

- Landed a prospect client by pitching a proposal to develop the go-to-market strategy of an asset management firm.
- Defined and monitored communications and public relations strategies of seven accounts (FMCG and Financial sector) as a communications consultant and identified growth opportunities through enhanced visibility and reputation.

EDUCATION

IE BUSINESS SCHOOL

MADRID, SPAIN

Master in Management – Specialization in International Business

JAN. 2020 – DEC. 2020

- Women in Business Club • Digital Consulting Project • Marketing Intelligence Project • Digital Bootcamp.

LANCASTER UNIVERSITY

LANCASTER, UK

Bachelor (Honors) in Politics and International Relations

OCT. 2016 – JUN. 2019

- Lancaster Gold Award • Richardson Institute Internship • International Model United Nations at Imperial College.

LANGUAGES

- Spanish (native) • English (bilingual, Cambridge Proficiency and Business English) • French (advanced, DALF C1)

OTHER RELEVANT INFORMATION

IT Skills:

- Microsoft Office (PowerPoint, Word, Outlook, Excel), Salesforce user, Mac OS user, Google Analytics Course.

Volunteering experience:

- Tutored first-year students, meeting regularly to provide mentorship and academic counselling (Lancaster University, UK).
- Visited weekly a retirement home, assisting the elderly with day-to-day activities (Residencia San Juan de Dios, Madrid).