

Romain Lavault

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Summary

48 year-old, married, 3 children (20-18-15).

Currently General Partner and Executive Committee Member of Partech, an international Venture Capital firm.

Supervised 150 investments in Digital Technology.

Board Member of 15+ startups in Europe and US.

Previously Vice-President at Dassault Systemes (publicly traded Software company - 35B€).

Former Rocket Scientist and Entrepreneur in Artificial Intelligence

Non-professional commitments:

- Active contributor to CAPP France since 2017.
- Lecturer in Ethics and Technology at Institut Catholique de Paris since 2018.
- Participated to CAPP International Conference in 2018, 2019, 2021 and 2022.
- Member of "Esperance & Algorithmes" in France since January 2020.
- Participated to "The Good Algorithm" Workshop in Vatican in February 2020 (Academy for Life).

Now General Partner and Member of the Executive Committee of Partech, I focus on seed stage startups with a passion for impact-driven software, Artificial Intelligence, healthcare and deeptech across Europe and beyond.

Proud investor in Alan, Blink, Collectivfood, Enter, Lun.energy, Material Exchange, Novicap, Ornikar, Peanut, Pennylane, Quibim, Seatti, Sketchfab, TheGuarantors, V7 and many others!

Experience

General Partner

Partech

Apr 2013 - Present (10 years 2 months)

Member of the Executive Committee and directly supervising Partech Seed Funds (\$400M) with a dedicated international Investment Team of 10 people with US, Korean, German, Belgian and French investors.

Focus on Europe, US and South-East Asia startups run by extraordinary Entrepreneurs on a mission to invent how people live, work and consume tomorrow's products and services.

Board member / active investor in:

- Alan (France) - Full stack Healthcare Insurance
- Blink (UK) - Super App for frontline employees
- CollectivFood (UK) – B2B Food marketplace for groceries/restaurants/dark kitchens.
- Commsignia (Hungary) - V2X infrastructure for autonomous cars and smart cities.
- Cubyn (France) - Fulfillment Platform for e-commerce
- Digitail (US/Romania) - Practice Management SaaS for Vets and Clinics

- E-Peas (Belgium) - Ultra low power / energy harvesting chips for IoT
- Kaizo (Netherlands) - AI-based performance management for remote Agents
- Lun.energy (Denmark) - Domestic Energy Transition marketplace
- Material Exchange (Sweden) – B2B Marketplace for sustainable fashion
- Novicap (Spain) - SME Factoring and Supply Chain Finance platform
- Ornikar (France) - Road Safety Platform - Education and Insurance
- Peanut (UK) - Social Platform for Moms and Expecting Mothers
- Pennylane (France) - Real-time Accounting SaaS for SMEs
- Quibim (Spain) - AI-based Medical Image Processing
- Resolution Games (Sweden) - Leading AR/VR Gaming Studio
- Seatti (Germany) - Hybrid Workforce Management SaaS
- The Exploration Company (Germany) SpaceTech
- The Guarantors (US) - PropTech Insurance Platform
- V7 Labs (UK) – Computer Vision / Data Labelling SaaS
- Vyne (UK) - Fastest e-commerce checkouts and payments from A2A processing

Past exits: AlephD (AOL Inc.), Alkemics (Salsify), PriceMatch (BOOKING.COM), TVShowTime (WHIPCLIP Inc.), MesDocteurs (VYV Group), Streamroot (CenturyLink), Cambridge Blockchain (BLOCKCHAIN LLC), Drover (Cazoo), Sketchfab (Epic Games), Foxintelligence (Nielsen).



Vice President, Strategic Development

Dassault Systèmes

Mar 2011 - Apr 2013 (2 years 2 months)

Corporate Development



Vice President, Corporate Development

Intercim

Jan 2009 - Mar 2011 (2 years 3 months)

Led acquisition of Intercim-Pertinence by Dassault Systemes (DSY) in March 2011



Vice-President WW Sales & Business Development

Intercim

Aug 2007 - Jan 2009 (1 year 6 months)

Took the lead of the global business after the Pertinence-Intercim merger (\$16M ARR SaaS Revenue)



Chief Operating Officer

Pertinence Inc. - Machine Learning SaaS Platform for Engineering Teams

Nov 2001 - Aug 2007 (5 years 10 months)

Company founded in Sept 2001, based on Machine Learning algorithms invented at French CNRS (symbolic supervised learning with ability to ingest up to 50,000 variables simultaneously, in non-statistical situations)

Raised a total of 8M€ from Partech (San Francisco, Paris) and Advent (London)

Led Sales organization in France from 2002 to 2005, then in the US from 2005 to 2007

Merged Pertinence (50 people) with Intercim (70 people).



Sales Manager

ARIANESPACE

Aug 2000 - Nov 2001 (1 year 4 months)

STARSEM

- was responsible for small GeoStationary spacecraft market (GTO < 2 tons) for North and South America
- was responsible for market study and business plan of EADS Satellite Radio project



Project Manager

ARIANESPACE

Jan 1999 - Aug 2000 (1 year 8 months)

STARSEM

- managed a 10M\$ development program on Soyuz Launch Vehicle with cooperation of Russian Space Agency
- designed launch vehicle specifications for Soyuz in Kourou



Project Manager

Airbus

Apr 1997 - Jan 1999 (1 year 10 months)

- developed new code for trajectory simulations of ballistic missiles and submarine launches

Education



École Polytechnique

Physics, Mathematics, Statistics, Fluid Mechanics, Economics.

1994 - 1997



ISAE-SUPAERO

Aerodynamics, Aircraft building, Space Propulsion

1997 - 1999

Skills

Leadership • Enterprise Software • SaaS • Product Management • Product Lifecycle Management • Acquisitions • Start-ups • Predictive Analytics • Mergers • Sales Management