

FERNANDO FABRE. UPDATED MARCH 2021.

39 Valley Rd, Larchmont, New York, 10538. • +1(917)601-2874 • f@fabref.com.

Mexican passport. U.S permanent resident.

Industry expertise: entrepreneurship, education, and venture investments.

Functional expertise: global expansion, strategy & operations, people & culture management.

MANAGING PARTNER, MATTERSCALE VENTURES, SEP 2019 – PRESENT, NEW YORK.

MatterScale is an **early-stage venture capital firm** that invests in industries that matter and companies that scale, specifically in Latin startups focused on education, healthcare, and financing.

ADJUNCT PROFESSOR, COLUMBIA UNIVERSITY. JAN 2019 - PRESENT, NEW YORK.

Course Title: **Scaling Up: How to Grow a Business Outside of Silicon Valley**; at the School of International & Public Affairs.

CO FOUNDER AND DIRECTOR, COLUMBIA UNIVERSITY'S E-LAB. AUG 2020 - PRESENT, NEW YORK.

E-Lab is an institute hosted by Columbia University that brings together a fellowship of **Entrepreneurs in EdTech fighting for Equality**. Each cohort brings 25 startups in education from around the world to discuss leadership, culture, talent, customers, investors, and learning outcomes.

PRESIDENT, ENDEAVOR GLOBAL. JAN 2010-OCT 2018, NEW YORK.

Led the global expansion w/full P&L responsibility. **Grew from 9 to 32 countries, 150 to 400 employees, 250 to over 1,000 entrepreneurs selected, and from \$15m to ~\$43m in annual revenues in 8 years.**

Built 9 industry-specific advisory services in EdTech, HealthTech, Ecommerce, SaaS, Digital media, Consumer goods, Food and beverage, Smart cities, and FinTech industries. **Over 1,000 entrepreneurs/clients use the services each year, helping them generate over \$15 billion in revenues last year.**

Launched Endeavor Insights, a research unit creating and publishing original content on building entrepreneurial ecosystems and entrepreneur performance metrics. **Since inception, Insights generated over \$5m in revenues producing original content for multiple clients like the Gates Foundation, Omidyar, and Kauffman.**

Built the People and Culture team to have 400+ world-wide employees co-design and align to a single mission, adopting an OKR methodology, and promoting effective feedback loops. **Endeavor has had an employee Net Promoter Score of 60%+ every year since launching this unit.**

Led the organization through the launch of Endeavor Catalyst, the venture arm of Endeavor. (served as director and institutional LP relations such as the IADB and Omidyar). **~\$120 million AUM.**

CO-FOUNDER, COLLECTIVE ACADEMY. JUN 2016-ONGOING, MEXICO CITY

~400 students enrolled and ~300 graduates in the Master in Business & Technology, a low-cost, 14 month, ultra-high quality academic program (non-accredited) that teaches core business skills, computer science, data analytics, global trends, and emotional intelligence to everyone, regardless of background, SAT scores, or financial position.

Student Net Promoter Score = 85%. Total Tuition = ~\$6,000. Completion > 90% in 14 months.

MANAGING DIRECTOR, ENDEAVOR MEXICO. JAN 2004-DEC 2009, MEXICO CITY

Led the organization growth from 3 to 40 employees, 1 to 10 cities, and \$200k to \$2 million in revenues. Widely recognized as a key actor in building Mexico's entrepreneurial ecosystem.

OTHER

- Current **Board member of Lumni** (financing students through income shared agreements, ISAs); current **board member of Tec de Monterrey** Entrepreneur Institute; current **board member** of Escuela Bancaria y Comercial in Mexico City.
- Former Professor of Entrepreneurship; of Econometrics; and of Capital Markets at Anahuac University. Former Professor of Strategic Risk Management in Emerging Markets, Claremont Graduate University.
- MA in Economics, Claremont Graduate University, California. Class 1999.
- BA in Economics, Anahuac University, Mexico. Class 1996.