ANTOINE DE BRONAC

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bilingual French/English, Spanish (C1)

EXPERIENCE

Founder and CEO September 2024 - October 2026
Te Waza
- Signed EUR 100K in B2B contracts for a conversational AI agent that captures undocumented expert know-how, including a EUR 25K proof of concept with a Fortune 500 team, pre-product.
- Secured buy-in from a bank, a regional government fund, and a delivery partner to co-sponsor a new program, closing EUR40K in pilot contracts across 5 clients.
- Built from zero go-to-market and partnerships and hired a team of one full stack developer and a CSO, fully bootstrapped.

Consultant March 2022 - July 2024
Freelance
- Delivered B2B automation mandates using Make, Zapier, n8n, Airtable, and OpenAI APIs, saving thousands of euros for my customers. EUR 50K worth of contract signed.
- Structured and negotiated partnerships with design studios, legal firms, and artists for an immersive art platform, including partner onboarding and contract negotiation, raising a total of EUR 30K.
- Sourced and placed C-level executives at fast-scaling startups (Series A) through direct stakeholder outreach. EUR 25K signed.

Venture Capital Associate March 2019 - February 2022
Entrepreneur First
- Sourced, evaluated, and recruited 150+ international founders across AI, Biotech, Web3, Hardware, and B2C, converting top profiles into portfolio companies.
- Contributed to seed investment decisions of EUR 90K for 10% equity across about 20 deals per year through due diligence, founder evaluation, and investment analysis.
- Supported 50+ deep tech startups on go-to-market strategy, marketing, and product roadmaps.
- Designed and deployed founder reporting and scoring systems to improve program operations.
- Recruited and led a team of 4 analysts.

Account Executive September 2018 - February 2019
BETC (Groupe Havas)
- Designed a multi-channel ad campaign across TV, print, and social media for mobile subscriptions targeting first-time buyers aged 13 to 15, and presented the concept to agency leadership.
- Won the BETC Academy award, placing in the top 5 out of 400 participants.
- Coordinated between client and art direction teams for Danone's 100th anniversary campaign.

Account Executive January 2017 - July 2017
Foodora (Rocket Internet)
- Launched Foodora Strasbourg and built the local restaurant supply for the platform.
- Managed customer relationships for 150 restaurants representing EUR 50K in weekly revenue.
- Developed a marketing plan for promising Paris areas and used KPI-based analysis to increase online sales.

EDUCATION

MSc in Strategy, Organisation & Consulting (Grande Ecole) September 2015 - September 2018
EDHEC Business School, Lille, France.

Joint Honours Bachelor's Degree in Economics & U.K./U.S. Civilization September 2012 - June 2015
Nanterre University, France. 6 month exchange at Chulalongkorn University, Bangkok, Thailand.

RELEVANT SKILLS

AI & Agentic Tooling : Claude Code, Agentic frameworks and context engineering, n8n, APIs
Analytics & Operations : Airtable, Notion, Salesforce, CRM, Lever
Design & Content : Figma, Adobe Suite

EXTRA CURRICULARS AND ACHIEVEMENTS

AI trainer and speaker.
Documentary photography with in-depth reports in Sierra Leone in collaboration with local journalists.
Member of Jericho a community of founder in Web3 and DeFi.
Former tennis coach in the United States. English boxing.
Portfolio here.