

W. LORENZO SWANK

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Experience

SEOUL GLOBAL STARTUP CENTER

Seoul, Korea

Startup Mentor and Technical Advisor

Dec 2016 – Present

- Provide hands-on technical mentoring over two dozen resident companies helping them choose platforms and technologies on which to build their companies.
- Mentored startups on investor relations, pitch decks, and presentations. Judged startup competitions.
- Educated 40+ startups on investor relations, reviewing pitch decks and holding mock pitch sessions, leading several startups to raise additional rounds of funding.

PIXIO

Salt Lake City, United States & Seoul, Korea

Managing Partner and Co-founder

Apr 2007 – Apr 2017

- Founded Pixio, a native mobile software development company. Drove growth through sales and outreach. Developed for medical, government, logistics, and health clients. Opened Korean office.
- Grew the business to over 200 clients through direct sales and partnerships, growing revenue 67% year-over-year growth for the last two years.
- Acquired multi-year contracts with Fortune 500 companies, including 3M, Rio Tinto, and Kaiser Permanente, creating financial stability and crafting a reputation of executing on high-profile projects.
- Taught hundreds of new and experienced programmers through outreach efforts, internships, and as an adjunct professor through university courses. Taught iOS programming, web server architecture, and the use of cloud computing resources such as AWS and Parse.

MEP TECHNOLOGIES

Salt Lake City, United States & Seoul, Korea

Chief Operations Officer and Co-founder

Dec 2013 – Dec 2014

- Co-founded the gaming technology company, and focused on building business relationships with venture capitalists, manufacturing and distribution partners, and potential strategic partners.
- Forged relationships with hardware development partners and business development partners such as Hasbro and Lego by leveraging a wide personal network, effective cold emails, and trade show visits, providing MEP with the external resources need to create its ambitious core offering.

URBANE

Palo Alto, United States

Chief Technical Officer and Co-founder

Dec 2012 – Dec 2013

- Co-founded the mapping intelligence company, co-authoring investor relations material resulting in Urbane being awarded a spot in Tony Hsieh's "Downtown Project" startup accelerator in Las Vegas.

MALANG STUDIO

Seoul, Korea

Business Developer

Apr 2012 – Dec 2012

- Developed and executed on a strategy to expand into overseas markets, receive additional investment capital, and prepare for a merger or acquisition. Company successfully sold to Yellow Mobile.

Education

UNIVERSITY OF UTAH

Salt Lake City, United States

Master of Science in Computing, Graphics and Visualization

2011

Bachelor of Science in Electrical and Computer Engineering

2011

Other Experience, Skills, and Interests

- **Skills:** Korean (Fluent); iOS and Mac OS Development (Objective-C); C; Project Management; Python; R; Rapid Prototyping; Algorithms; Data Visualization; Data Science; Statistics
- **Interests:** Swimming; Running; Bodyweight Fitness; Soccer; Language Learning; Korea; Asian History; Economics; Korean Fashion; Stoicism; Wim Hof; Quantitative Self