

# Victor Grau Serrat

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Cambridge, MA 🏠

## SUMMARY

Trained as a research electrical engineer with mechanically inclined genes, I chase ingenuity and innovation to address challenging problems at scale. I thrive in a startup environment with a pitch-in mentality, whether it's managing staff, crunching numbers in budget season, fundraising, strategizing about new products or doing full-stack software development. I seek an organization that affects lives by the millions.

## EXPERIENCE

### Co-Director – MIT D-Lab, Cambridge, MA

*Nov. 2008 – Present*

D-Lab is an interdisciplinary program at the Massachusetts Institute of Technology (MIT) that challenges and inspires students to tackle global poverty issues through technology innovation and entrepreneurship. I started as D-Lab's first employee, and I have shared leadership with the founder to grow D-Lab to 12 courses, 30 staff and \$5M operational budget.

- Responding to growing demand for D-Lab courses, I co-taught and co-developed curriculum for four courses on design, creativity, digital technologies and international development.
- I championed documentation and outreach through the publication of research briefs and D-Lab's first annual report, adoption of Drupal and Salesforce, promoting active blogging and public speaking.
- Together with my senior management team, we secured funds from the Inter-American Development Bank, USAID, high net worth individuals, and established a corporate sponsorship program.
- I cultivated partnerships with stakeholders ranging from a prolific inventor in Guatemala, a local NGO in Honduras, a safari company in Tanzania, a university in Peru, and the national government in Kenya.

### Entrepreneur & Adventurer – Several firms and locations

*Sep. 2006 – Oct. 2008*

I spent one year mountaineering, rock climbing, backcountry skiing and ice climbing, and solo climbed all 213 three-thousand-meter peaks in the Pyrenees, learning along the way important lessons on commitment, integrity and self-reliance. I spent a second year involved in three start-ups:

- Fertigas: conducted market research in Honduras for the manufacture and rural distribution of family-sized biogas generators, and a market pilot selling and installing a handful of units.
- Perogo.com: developed an interactive Flash-based online advertising platform.
- Wheriz.com: advised on business development and marketing strategy, and provided technical support for an online service to manage, share and synchronize your geo-localized agenda.

### Project Manager – United Villages, Cambridge, MA

*Jan. 2004 – Aug. 2006*

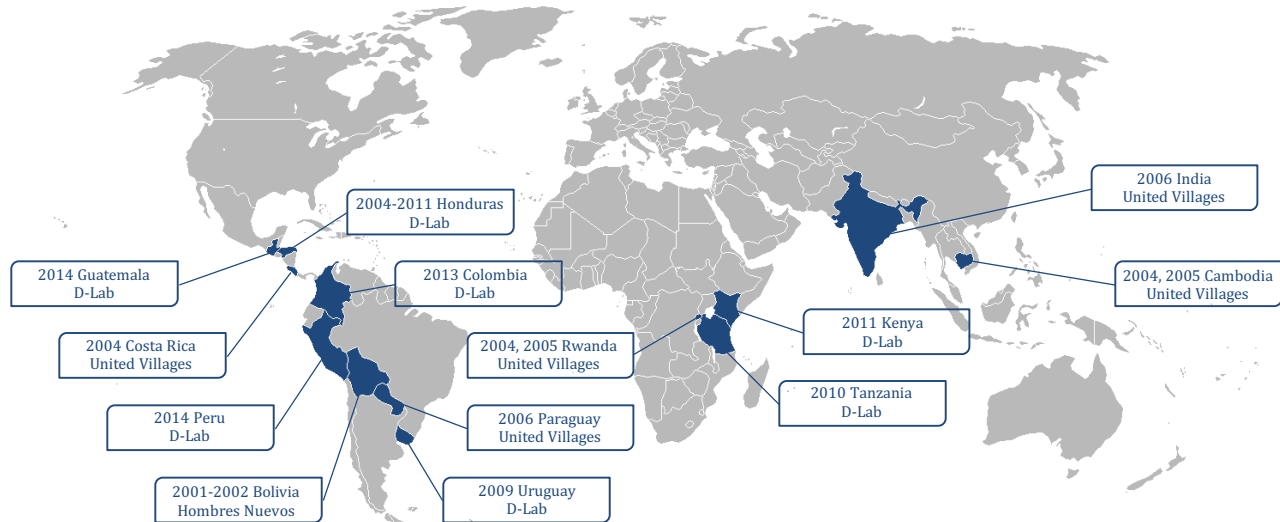
A spinout from the MIT Media Lab, First Mile Solutions initially provided low-cost store-and-forward "drive-by" WiFi technology for rural connectivity, and was later acquired by United Villages, a venture capital-funded company that operates rural India's first mobile phone supply chain. I started as its first employee to integrate hardware and software proprietary systems and deploy them around the world.

- Teaming up with the CTO, I co-developed a store-and-forward electronic mail delivery system for wireless networks, a voice mail over IP application and a prepaid card billing system.
- I deployed the company product, either alone or as a team of two, in rural areas of Cambodia, Costa Rica, India, Paraguay and Rwanda installing physical infrastructure, providing training, and troubleshooting wireless networks.

EDUCATION

- MIT Leader to Leader**, Leadership Development Program, MIT, Cambridge, MA 2009 – 2010
- Master of Science in Electrical Engineering**, University of Maryland, College Park, MD 2000 – 2003
- Master of Science in Telecom. Engineering**, Polytechnic University of Catalonia, Spain 1996 – 2000

INTERNATIONAL EXPERIENCE



PUBLIC SPEAKING

- Value Chain Finance, **Sanabel Conference, Dubai, United Arab Emirates** Oct. 2014
- Social Innovation, **II International BASE Forum, Medellin, Colombia** Jun. 2013
- Technology and Business for a Sustainable World. **IABJS, Barcelona, Spain** Jul. 2012
- Reframing International Development, **MIT DUSP, Cambridge, MA** Apr. 2012
- The Faces of Poverty, **Model United Nations Conference, MIT, Cambridge, MA** Jan. 2012
- New Frontiers in Development, **FOMIN, IADB, Washington, DC** Dec. 2011
- Technology for Development, **TV3, Barcelona, Spain** May 2011
- Facing New Challenges Through Design. **Barcelona Design Week, Spain** Oct. 2010
- Science, Technology and Innovation Forum. **USAID & NYAS, New York** Sep. 2010
- International Development Conference. **Harvard University, Cambridge, MA** Apr. 2010
- Building Opportunities for the Majority. **IADB, Washington, DC** Jun. 2006

AWARDS

- 2008 World Bank Development Marketplace finalist** for social enterprise Fertilgas
- 2008 MIT 100K Business Plan Contest semi-finalist** for social enterprise Fertilgas
- 2007 Silver Ice Axe award**, Club Muntanyenc Sant Cugat (Spain), for mountaineering achievement
- 2007 MIT IDEAS award** for a Savonius windmill-powered water pump installation in rural Honduras
- 2004 MIT IDEAS award** for an Early Warning System for flooding prevention in rural Honduras
- 1996 CIRIT award** from the Catalanian Government, Spain, for the work *The abacus and the calculator*

PUBLICATIONS

- Hasson, A.A., Grau Serrat, V., and Ojomola, O. WiFi VOIP Prepaid Cards and Transportation Infrastructure. *KEC Information Communications Bulletin* **36**: 12-15 (2006)
- Grau Serrat, V., Carr, C.E., and Simon, J.Z. Modeling coincidence detection in nucleus laminaris. *Biol. Cybern.* **89**(5): 388-96 (2003)

PROFESSIONAL AFFILIATIONS

- Helsinki Human Dimension, Inc.**  
Board of Directors Mar. 2014 – Present
- Global Research Innovation and Technology**  
Board of Directors Dec. 2011 – Sep. 2013

