

## Contact

[www.linkedin.com/in/gustavomamao](https://www.linkedin.com/in/gustavomamao) (LinkedIn)

## Top Skills

Venture Capital  
Organizational Consulting  
Business Consulting

## Languages

English (Professional Working)  
Spanish (Professional Working)  
French (Limited Working)  
Portuguese (Native or Bilingual)

## Publications

Inovação na Raiz

# Gustavo Mamao

MBA | Strategic Advisor | Ag Biologicals and Sustainable Food |  
Serial Entrepreneur (2 exits)  
Greater Boston

## Summary

I have a two-decade track record of building innovative, mission-driven organizations and businesses, all while championing social and environmental causes. With a solid academic background in Business, including a BSc and an S.M./MBA, I have been actively involved in various roles and ventures, often mentoring and coaching talented entrepreneurs. I am also an author, sharing insights of my successful 10-year entrepreneurial journey in a book.

I am currently performing Strategic and Impact Adviser roles and keeping my founder spirit while navigating multiple ventures and considering new business opportunities.

#biotech #biologicalcontrol #foodtech #innovation #entrepreneurship  
#impact  
#entrepreneurinresidence #impactinvesting #socialimpact  
#environmentalimpact

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## Experience

Harmony Baby Nutrition  
Business Strategy Advisor  
January 2023 - Present (1 year 10 months)  
Greater Boston

Support this MIT spin-off company to design and execute the strategy to accomplish Series A investment to develop infant formulas based on recombinant breast milk proteins to solve cows' milk allergy reactions of 1/6 of all infants born.

DAISA Enterprises LLC  
DAISA - Impact Investing Director  
August 2018 - Present (6 years 3 months)  
Greater Boston

Develop investment initiatives in Food and Agriculture, impacting health and communities. Led two direct investments and modeled other impact investing opportunities, including the EFOD Fund and a new Food is Medicine funding stream.

## **Young Mountain Tea**

### **Member Board of Directors**

January 2022 - Present (2 years 10 months)

United States

Strategy review of the company for angel investment and attracting other capital sources. Member of the board of directors since Jan/22, coaching the founder and supporting impact investing fundraising (secured Acumen investment).

## **Ecovec**

### **CEO and President Board of Directors**

December 2012 - July 2019 (6 years 8 months)

Brazil

Led a turn-around of this tech startup company, managing a young team of talented executives and a co-founder university professor until the company's exit (6.3X EBITDA) – a large Pest Control company from the UK acquired the company.

## **Rizoflora Biotecnologia S.A.**

### **Co-Founder and CEO**

June 2006 - October 2016 (10 years 5 months)

Brazil

Co-founded with a university professor and led it in the early days in charge of fundraising. Led as company CEO for four years until complete acquisition from a US-based Agro company (5X Return on Investment for the VC fund). Today, the company's original product is commercialized as Rizotec.

## **Grupo Instituto Inovação**

### **Business Partner**

July 2003 - December 2012 (9 years 6 months)

Brazil

Co-created tech startups based on university research. Led the winning proposal to manage the Brazilian largest Seed Capital fund initiative, CRIATEC (USD 50M). Co-developed innovation methodologies for students and corporations. Applied tech/innovation assessment in multiple sectors, including renewable energy, sustainable agriculture, and new materials.

Oliver Wyman

Management Consultant

January 2000 - December 2002 (3 years)

Business analyst role, conducting market research and business plans for strategic consulting projects.

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## Education

MIT Sloan School of Management

S.M. / MBA · (June 2010 - June 2011)

UFMG

BSc, Business Administration · (August 1995 - June 1999)