

Mateusz Piątkowski

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WORK EXPERIENCE

RevisionDojo, Core Team Member (revisiondojo.com) Oct 2024 — Jun 2025

- Joined a Y Combinator-backed startup (\$3.4M seed) as a core member, before the incubator, scaled to 250k+ users through aggressive product-led growth and gamified K-12 learning + ElevenLabs to power a personalized digital tutor.
- B2B GTM: Headed enterprise school-facing operations across Poland, Switzerland, managing the full sales cycle, outbound, school sales strategy, and pipeline.
- Managed 2 regional SDRs.

MyCard, CEO & Founder (www.getmycard.eu/) 2024 — 2025

- Enterprise Prospecting: Designed an intelligent business card platform with Apple Wallet/NFC support; built and executed an outbound motion to secure B2B clients, including UNICEF, ITDS, and CODE University.
- Architected a web-scraping engine that aggregates social media and public data to automate profile generation, resulting in 2.5k users (60 paying) and 10k unique visitors.
- Bootstrapped the LLC and partnership negotiations before turning 19.

Skanska, Sales Intern (Sustainable Real Estate) 2022 — June 2023

- Selected for a competitive program focused on high-value, sustainable corporate real estate transactions and ESG initiatives.

PROJECT MANAGEMENT

Lead PM, Envista AI (zerowasteconsulting.pl/) 2024 — 2025

- Solution Selling: Managed the development of a next-gen ESG carbon accounting tool. Utilized AI to automate Scope 1, 2, and 3 reporting in full compliance with GHG Protocols for enterprise clients.

Lead PM, Ekspozycja AI (goraco-polecam.pl/) 2025 — Present

- Efficiency Gains: Worked on and trained proprietary image recognition models to automate protocoling for 700k reports annually.
- Impact: Solved “fill-rate” pain points for 133 bakeries by implementing a mobile-first AI analysis system for operational managers.

Lead PM, Fleetro (lspgroup.pl/) 2025 — Present

- Logistics: Built management software, currently overseeing 500 vehicles.
- Designed the system for damage reporting, driver onboarding, safety protocols, and automated insurance claims.

LEADERSHIP & PHILANTHROPY

Co-founder — Salon of Inspiration 2023 - Present

- High-Level management: Organized 33 high-level forums bridging generational gaps.
- Personally secured and hosted industry leaders, including Michał Sadowski (Brand24), Aleksandra Przeglasińska (Harvard/MIT), Andrea Camastra (Michelin Star), Urszula Dudziak, and Marcin Matczak.

Volunteer — Ronald McDonald House Charities 2023 - 2025

- Led community workshops and chess programs for children.

EDUCATION & FELLOWSHIPS

MD Fellowship — MD Jan 2026 — Jan 2026

- MD fellowship (2% Acceptance Rate): Mentored by Tomasz Karwatka (Early Investor in ElevenLabs).

B.A. in Digital Entrepreneurship — CODE University of Applied Sciences Sep 2025 — May 2028

- CODE University of Applied Sciences (Berlin): B.A. in Digital Entrepreneurship. Focus on Agile and Project-Based Learning (PBL).

International Baccalaureate Diploma — International School 1531 Sep 2020 — May 2024

- International School 1531 (Warsaw): International Baccalaureate (IB) Diploma recipient – Raszyńska.

SKILLS & CREATIVE SIDE

- Marketing and acting: Featured in 33 TV/Film productions and commercials for global brands including New Balance, McDonald's, PKO Bank Polski, ALDI, and 4F. <https://www.youtube.com/watch?v=wUfvOEtGRic>
- Communication: Expert in high-pressure public speaking and storytelling, TEDx Warsaw speaker on Emotional Intelligence.
- Languages: Polish (Native), English (Native), Spanish (B2)