

Mircea C. Draghici

looking for interesting opportunities to help build companies scale efficiently through capable use of technology

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SUMMARY

Technology entrepreneur and operator with 20+ years building software products and companies across the US and Central & Eastern Europe with a focus on software products, B2B services, and founder-led companies.

Launched a software venture in Los Angeles, led distributed teams across Romania, the US and South East Europe, helped grow a dental clinic from a small practice to 15+ doctors, and supported a family farm that evolved into an online fresh-produce business.

Worked as founder, CTO, investor and advisor, scaling SaaS products to thousands of users, supporting early-stage founders through their first funding and go-to-market steps, and staying hands-on with product and delivery when needed.

Co-inventor on two US patents, co-founded a seed fund investing in early-stage tech startups, taught entrepreneurship at The Entrepreneurship Academy, and built products in healthcare, agriculture and SaaS.

I enjoy taking proven concepts into new markets, tightening commercial execution, and helping teams move from ad-hoc efforts to repeatable growth. I'm interested in roles where I can combine commercial ownership with product and technology to grow recurring revenue businesses.

WORK EXPERIENCE

VENTURE GROWTH PARTNERS (www.vgpartners.io) a seed fund and accelerator backing early-stage tech startups

Founding Partner - November 2013 – Present

- Co-founder investing US\$40K–US\$80K in 20+ B2B and vertical SaaS startups, supporting founders with hands-on product, pricing and go-to-market execution; first angel investor and board member in Telemedi, a B2B telemedicine platform serving enterprise clients such as AXA, Allianz and Generali

OFFICE DENT (www.officedent.ro) a modern dental clinic offering complex treatments

Owner - June 2008 – Present | Ploiești, Prahova

- Co-owner of a dental clinic grown from a small practice to a team of 15+ doctors serving over 5,000 patients per year. I focus on strategy and technology, including designing the in-house patient management system later spun out as a subscription product.
- the clinic has scaled consistently over more than a decade, combining clinical excellence with disciplined financial performance

SCIENCE STUDIES (www.sciencestudies.ro) a company that develops and hosts applied courses in healthcare and technology, focused on real-world skills

Founding Partner - June 2013 – Present | Ploiești

- Co-founder organizing the delivery of small-group (up to 16 participants) courses on technology, management and healthcare topics, with a focus on practical skills for professionals.

DOCNET SOFTWARE SOLUTIONS (www.remindservices.com) an efficient tool for service businesses that work with a client appointment system.

Co-Founder and CEO - October 2015 – Present | Ploiești, Prahova

- Founded a healthcare software company focused on patient communication and clinic operations. Products include a subscription reminder service (SMS/email, integrated with custom IoT devices) and a cloud-based patient records system for clinics.

AGRIVI (www.agrivi.com) a leading global farm management software company working to digitalize agriculture by reaching as many farmers and stakeholders in the food production value chain

Business Development & Consulting - July 2025 – Present | Bucharest, Romania

- Advise AGRIVI and selected clients on go-to-market and key partnerships, from opportunity sizing and pipeline focus to structuring commercial collaborations.

GM Strategic Accounts - March 2023 – June 2025 | Zagreb, Croatia

- Owned relationships with AGRIVI's largest accounts in Europe and LatAm, aligning product usage with their crop management goals and driving expansion revenue and renewals.

General Manager Romania - March 2021 – June 2025 | Bucharest, Romania

- Led AGRIVI's Romanian business, including P&L, sales and local partnerships, building the team and pipeline for the country.
- Managed a 3-year national rollout with BASF Romania, deploying AGRIVI as BASF's selected digital agriculture partner to support farms and cooperatives in adopting farm management software (planning, traceability, and production analysis)
- Partnered with **Cooperativa Agricolă Producție și Procesare Regiunea Sud** (142 member-shareholders farming 25,000+ hectares) to roll out AGRIVI and digitalize the cooperative's 100+ farmers on a single farm management platform.

IT BUSINESS CONSULTANT

October 2014 – Present | Ploiești, Prahova

- Design software solutions from business requirements, then lead delivery: assembling development teams, planning releases and managing scope, risk and stakeholder communication.
- CTO for the 50chefs.com, a digital platform connecting consumers with curated restaurant and chef experiences, leading the end-to-end product design and technical implementation from concept to launch.

GRĂDINA CU LEGUME (*The Vegetables Garden*)

Founder / Business Owner - March 2013 – November 2021 | Ploiești

- Built an online channel for our family vegetable farm, offering both one-off orders and weekly subscription boxes, later expanding to include other local producers.

THE ENTREPRENEURSHIP ACADEMY (www.entrepreneurship-academy.ro)

Expert - 2018 – 2021 | Bucharest, Romania

- Taught Entrepreneurial Core Theory to second- and third-year students.

ROCKET INTERNET SE (www.rocket-internet.com) incubates and invests in internet and technology companies globally.

Managing Director ClickBus Romania - 2014 | Bucharest

- Set up ClickBus Romania for Rocket Internet: mapped the intercity bus market, signed key operators, and established local operations and partnerships for the online ticketing platform.

ISIS M3 – custom software development company

CEO 2001 – July 2014 | Câmpina, Prahova

- Led a 15+ developer team and ran business development/operations at ISIS M3 (Microsoft Certified Partner), delivering and commercializing multi-industry software—incl. Dacia Renault dealer-network documentation systems and a US casino management platform adopted by 15+ large casino operations.

IT CASINO SOLUTIONS (www.itcasinosolutions.com) – on-premise casino management system for US casino cardrooms

CTO / Joint Inventor - 2004 – 2014 | Los Angeles, California / Romania

- Acted as CTO and co-inventor for a custom ERP platform for large casino operators. Led requirements discovery with US clients, defined product architecture, and coordinated implementation teams in Romania.

IATSA CÂMPINA – one of the largest Dacia / Renault car dealers in Romania and car repair services

Board Member - 2004 – 2014 | Câmpina, Prahova

- Served as board member and senior advisor to a holding group active in automotive, construction, energy, financial services and retail, working closely with the owner on strategy and major initiatives.

PATENTS

Casino operations management system – player tracking

US US 8635126 B2 · Issued Jan 21, 2014

Casino operations management system

US US 8571905 B2 · Issued Oct 17, 2013

EDUCATION

2007 – 2009 Executive MBA, *CEU Business School (Hungary), Bucharest campus*

2006 – 2007 MSc in IT Management, *CEU Business School (Hungary), Bucharest*

2001 – 2003 MSc in Science and Technology Studies, *Rensselaer Polytechnic Institute, Troy, New York (Unites States)*

1997 – 2001 BA Computer Science, *American University in Bulgaria, Blagoevgrad - AUBG (Bulgaria)*

1997 – 2001 BA Political Science – International Relations, *American University in Bulgaria - AUBG, Blagoevgrad (Bulgaria)*

OTHER

- Full tuition scholarship for the PHD program in Science and Technology Studies at Rensselaer Polytechnic Institute
- Awarded a full Soros Scholarship for 4 years of undergraduate studies at the American University in Bulgaria.

LANGUAGES

- Romanian - native; English – excellent; Italian – good; French, Bulgarian – average knowledge

PERSONAL PROFILE & INTERESTS

- Technology aficionado
- Reading, cinema, travel, community support.
- Sports: biking, tennis, skiing, water sports.