

Marko Seppä

Biographical Information

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Starting in 1986, parallel to finalizing business studies in Finland and the US, Marko Seppä was apprenticed venture capitalist by the founders of **Panostaja Plc**, Finland's oldest owner-managed private equity firm. In 1991, at age 26, he launched Panostaja's pioneering Russia investment arm, **Finnish Venture Capital FVC Oy**, as Founding Managing Director. By 2000, he had led FVC thru management-buy-out, expansion to Baltic markets, incorporation in Luxembourg, international fund raising, creation of **AO Kareltrans** in Russia, privatization of **AS Mainor** in Estonia, ranking by **EBRD** as a top-tier cross-border VC firm and, finally, exit mode and trade sale to **Thominvest Group**.

In 2000, Marko Seppä defended his PhD on the **Strategy Logic of the Venture Capitalist** in front of a Silicon Valley professor at University of Jyväskylä (JYU). In 2001-2006, he co-founded and led **e-Business Research Center eBRC** as a joint venture of TUT and UTA for eTampere, a local pilot of eEurope, pooled 17M€ in R&D funding, launched major annual events and created **V2C paradigm**. In 2007-2011, he served JYU as Invited Professor of Growth Venture Creation. He initiated and co-founded **Global Venture Lab Network** and **Kasvu Open**, Finland's #1 growth company competition; coined **Art of Business Creation** as a new domain to enable universities to produce masters of business creation; developed the rewarded Kasvun Kiitorata (e. **Runway to Growth**) method; and received, from industry, the **Entrepreneurial Act of The Year in Higher Education Award**. Besides Live Case based teaching merits, his academic portfolio comprises 104 publications and 44 documented international presentations.

Since 2012, Marko Seppä has served as independent business creator, advisor and evaluator. As **Owner and CEO of Venture Capital Corporation VCC Oy** he helps fellow entrepreneurs with business planning, fund raising and go-to-market activities, and institutional clients with various business creation related missions. He advised the **European Institute of Innovation and Technology EIT** in its launch stages and has, since 2015, helped **Vietnam-Finland Innovation Partnership Program IPP** create a portfolio of 18 grant-funded startups and train 64 trainers from 17 universities. He has monitored over 30 EU funded open innovation, living lab and accelerator projects, and evaluated over 200 growth-funding proposals for EU's **SME Instrument Program**. VCC currently has three portfolio firms: **Composite Door Corporation CDC Oy**, developers of waterproof doors for Northern conditions; **MarkMan LP**, tailored marketing services to SMEs; and **Global Enabler Corporation**, a pilot stage enterprise construction company.

Today, Marko Seppä is 52, lives in HCMC, Vietnam, is married and has two grown-up children. He speaks **English, Finnish, German** and **Swedish**, loves alpine skiing, world history and travelling, has visited 51 countries and worked in Belgium, Estonia, Finland, India, Russia, Sweden, USA & Vietnam. He holds a **MSc in Econ** from University of Tampere (UTA) and a **PhD in Corporate Strategy** from JYU. In 1989, he completed **International Business Executive Institute** at Mississippi State University. In 1990-1991, he completed MBA and PhD courses in Management and Finance at University of Oregon as Visiting Scholar, while designed FVC and built industry network in Silicon Valley. In 1991, he completed the **17th Venture Capital Institute** of NASBIC and NVCA.