

TRISTAN MACE

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Experience

Animal Ventures Entrepreneur-in-Residence (EIR)

May 2019 – Present | New York

- Strategize with advisory and investment firm that counsels Fortune 500 clients and invests in startups of new technologies (e.g. blockchain, AI/ML, and IoT)
- Lead corporate investment strategy for Fortune 100 company (\$200B+ mkt. cap) including its investment thesis, assessment criteria, and due diligence process
- Source deal-flow, provide analysis, and support existing portfolio companies

ParkerMace Founding Partner

Feb. 2016 – Jul. 2017, May 2019 – Present | New York

- Provide consulting services such as business & product launches, product strategy & design, fund formation & allocation strategy, and fundraising for clients including Certares, DataArt, Fareportal, Grab, National Geographic, Recorp, and The University of Texas

Margin Co-Founder & CEO

Aug. 2017 – Mar. 2019 | New York

- Drove vision to rebuild the consumer-retailer relationship through market shift and pivot
- Managed business & product strategy, investor & partner relationships, and hiring
- Raised \$1M from investors including Edward Mathias (co-founder, The Carlyle Group), Stephen Sadove (former CEO, Saks), and Alexandra Wilkis Wilson (co-founder, Gilt)
- Built product (Product Hunt's #2 App of the Day) and processed millions of data points

Skylark Co-Founder & CEO

Sep. 2013 – Jan. 2016, Feb. 2016 – Present (as Advisor) | New York

- Led vision to combine convenience of online travel booking with service of luxury agents
- Executed spin-out from Ovation Travel, a \$1.2B corporate travel company
- Raised \$8M+ from leading tech and travel investors including Certares, Steadfast, 25Madison, Bessemer Venture Partners, Stephen Sadove, BCD Travel, and Ovation Travel
- Guided business & product strategy, investor & partner relationships, and hiring
- Signed exclusive partnerships with airlines including American, Delta, Emirates, and United and with 1,000+ hotels including Aman, Four Seasons, Ritz-Carlton, and Rosewood
- Named Travel+Leisure's "Best Travel Agents in the World" and now growing 800% YoY

Want Me Get Me (acquired by Surface Hotels) Co-Founder & CEO

Jan. 2011 – Aug. 2013 | New York

- Created vision to create hotel-booking platform with complimentary amenities
- Led business & product strategy, investor & partner relationships, and hiring
- Raised \$500K+ from investors and advisors included Dave Morin (Slow Ventures), Brit Morin (Brit+Co), Jason Stirman (Obvious, Twitter), and Brad Wilson (Ace Hotels)
- Executed agreements with 250+ luxury hotels including Orient-Express and Park Hyatt
- Featured by The Wall Street Journal and named Thrillist's "Favorite hotel-booking site"

Livney+Partners Creative Director

May 2005 – Dec. 2010 | Dallas

- Led creative direction and project management for digital agency's clients including JPMorgan Chase, Marriott, United Way, Greenberg Traurig, and Texas Christian University
- Assisted with business development, firm growth and managing team of 10+

11Create (acquired by Livney+Partners) Founder

Mar. 2004 – Apr. 2005 | Houston

- Created web design firm at 14 years old after designing website for Jean-Georges' chef and business partner, Pichet Ong, resulting in 20+ brand identity and interactive clients

Experienced entrepreneur energized by talented people, strong conviction, and beautiful design. Now enjoy helping other entrepreneurs across various verticals and technologies.

Awards & Honors

National Geographic

Council of Judges, World Legacy Awards
2016 – Present

The University of Texas at Austin

Guest Professor
2016 – Present

Global Entrepreneurship Summit

U.S. Council of Experts
2016

United Nations Global Summit

Host Committee, Travel+Social Good
2016

Entrepreneur Week

Speaker, Mexico City
2016

Young Travel Leader (35 Under 35)

Phocuswright
2012

Fashion Institute of Technology

Guest Lecturer
2012

Featured Advisory

Recorp

Agency that injects entrepreneurs into companies including Google and Uber
Apr. 2019 - Present

Served as an advisor or board member for 30+ startups and organizations

Education

The University of Texas at Austin

Bachelor of Science, 2012

Independent Study

(PR/Advertising & Business)