

Michael Gritzbach

mgritzbach@hks.harvard.edu | +1 857 706 9819 | linkedin.com/in/michael-gritzbach | San Francisco, CA

Strategic operator and leader across AI, public sector innovation, and large-scale operations, with experience spanning top-tier consulting, defense innovation, AI entrepreneurship and cross-functional leadership of complex organizations

EXPERIENCE

Spherecast AI (YC24) GTM, Growth & Strategy

USA

Since 2026

- Plan, organize, and execute exclusive GTM event with 100+ senior leaders from CPG, PE, and Consulting
- Build custom GTM web tool for gamified in-person visits and gifts, sales trigger information, and target prioritization
- Aligned internal sales and strategy processes and assets to prepare corporate move to NYC and 100% revenue scale

German American Conference (NGO) Co-Chair, Strategy (CEO/CSO)

USA

2025 – 2026

In charge of strategy and 100 employees and P&L ownership of \$500K for largest Harvard-linked conference

- Set strategy, planning cycles, and operating cadence across five departments with 35 direct reports
- Removed structural bottlenecks through operating model redesign, reducing staffing needs by 30%
- Exceeded KPIs on funding, participation, diversity, and satisfaction by 35% on average
- Built executive partnerships with U.S. vice secretaries, generals, and 15+ C-level leaders achieving 90% satisfaction

Federal Agency for Disruptive Innovation (SPRIND) – German (D)ARPA MBA Summer Analyst

Germany

2025

Selected to design operating model of first-of-its-kind €1B military innovation agency for Germany's Ministry of Defense

- Translated ambiguous goals into target operating model, budget, timeline, mission, roadmap, and innovation pipeline
- Advised senior stakeholders in parliament and Ministry on €500B+ defense procurement plan and €200M+ EU project
- Built EU DeepTech mapping of 100+ startups and institutions, enabling 3+ international partnerships

Oliver Wyman (Management Consulting, 7,000 employees, \$3bn revenue) Senior Consultant Technology (left with Associate Manager Ratings)

Germany

2021 – 2024

Led executive-level transformation, restructuring, and technology programs as board-facing execution lead

- Led 25-firm consortium of industry partners, managing 60+ senior stakeholders, economic model, mission, and roadmap
- Built customer success strategy for Germany's largest employer (1M+ employees), increasing engagement by 30%, reducing churn worth \$150M+, and identifying 20% cost savings
- Led cross-functional digital health transformation, improving patient flow by 20% and identifying \$5B+ in national savings
- PMO for Germany's largest restructuring, direct board report, securing \$600M liquidity and saving \$350M in exit taxes
- Implemented financial crisis-response training for senior stakeholders across 6+ financial institutions
- Set up AI capability and project mapping directly informing OW's firmwide AI transformation and platform implementation

CLARK GERMANY (German Tencent-backed InsureTech Unicorn) Digital Strategy

Germany

2019 – 2019

- Implemented AI powered OCR process and redesigned sales strategy with COO, enabling 87% annual growth

EDUCATION

Harvard Kennedy School (incl. MIT & HBS), GPA: A

USA

Master's in Public Administration (MPA), focus on Emerging Technology, Innovation, and Security

2024 – 2026

- Teaching Team Member for Public Speaking, Data Visualization, Generative AI, Realism in International Relations
- OpenAI Codex Ambassador for Harvard & MIT – Teaching students to use agentic AI IDEs
- Engineered a full-stack web application and dynamic course database to support 1200+ students and faculty

London Business School

UK

Master's in Analytics and Management (MBA + Data Science), GPA: A, 95th percentile (GMAT/GRE)

2020 – 2021

Peking University (Yenching Academy) – Chinese Rhodes-Based Top-Scholarship

China

Master's in Economics, GPA 3.94/4.0 (Top 5%)

2019 – 2021

FURTHER INFORMATION

- **Skills:** Python, R, SQL, HTML, Tableau, Flourish, Jira, Agile, Figma, Microsoft Suite, Codex, Antigravity, Claude
- **Awards:** PKU Yenching Scholar (<2.5% acceptance rate), Konrad Adenauer Scholar, Young Titans Fellow
- **Volunteering:** SUNDAI Hacking Team; Hack-Nation Team (MIT); former board GCAAI and several GER NGOs
- **Languages:** Native German, fluent English, basic Chinese, basic Russian

Visa and Work Permit: F1 and 3 years of STEM OPT until 2029 (EB2 Green Card Chances: Very High)