Joan Marc Alomar Bonnin

joanmarc8alomar@gmail.com | linkedin.com/in/joanmarcalomar | Barcelona, Spain

Strategy and operations professional reporting directly to a biotech CEO, with a background in venture capital and startup consulting. Co-founded a company during university that generated €250K in revenue.

WORK EXPERIENCE

NIVD | Biotech startup **Barcelona, Spain**
Strategy & Operations *Oct 2025 – Present*

- Automated partner reports and competitor analysis with AI, cutting manual work by 80%, and built an internal website for partner and competitor analytics.
- Built a bottom-up $42.8B global TAM model across 217 countries to prioritize target markets.
- Structured US (FDA) and EU regulatory pathway assessments and an ISO 9001/13485 QMS roadmap with cost estimates; built a CDMO/CMO database and supplier-selection framework for manufacturing scale-up.
- Evaluated three diagnostic applications across clinical need and commercial feasibility, informing management's decision not to pursue them.
- In a three-person team, developed a healthcare data platform proposal (value proposition, use cases, potential clients, data governance), informing management's decision to defer it.
- Recommended a free-zone setup after assessing UAE market entry across mainland vs. free zone, licensing and costs; the company subsequently opened a UAE branch.
- Built HubSpot CRM from scratch and wrote SOPs for partner assessments and market sizing.

Spinoff **Madrid, Spain**
Innovation and Strategy Consultant *Apr 2024 – Jul 2025*

- Led the Visualfy engagement end to end: designed an incentives program, 2025 OKRs, organizational structure, hiring framework and a three-year expansion and internationalization strategy.
- Supported Visualfy's Series A fundraising by building the pitch deck, curating a 300+ investor database and joining investor meetings.
- Led strategic deliverables for Serseo (seed-round pitch deck redesign) and Montchis (2025–2027 growth roadmap).
- Facilitated 50+ workshops for Leroy Merlin employees on cultural transformation, teamwork, design thinking and organizational change.

Max Ventures **Mallorca, Spain**
Investment Analyst (Freelance) *Jan 2024 – Apr 2024*

- Tracked performance metrics and valuations across a five-startup portfolio for reporting and investment decisions.
- Built the foundations of AngelHive.io and completely automated investment-memo creation and startup rating generation through an AI-powered evaluation and ranking tool.

Sancus Capital / Decelera Ventures **Madrid, Spain**
Investment Analyst *Apr 2022 – Jul 2023*

- Led, designed and executed the open call for Decelera Menorca 2023, generating 1,708 startups of deal flow (+58% year on year) while supervising a team of two.
- Screened 500 startups and was part of the team that interviewed the 50 semifinalists and selected the 25 finalists.
- Performed business due diligence and wrote investment memos for 11 startups (incl. Flomics, Gloop, Syra Coffee, Trak Physio and Kleta), 7 of which received investment.

EDUCATION

Mondragon Unibertsitatea (TeamLabs) **Barcelona, Spain**
BA in Leadership, Entrepreneurship and Innovation (LEINN) *Sep 2018 – Mar 2023*

- Co-founded INNER Co, first as CFO, then CEO; launched projects in events, digital marketing and consulting, generating €250K in revenue.
- Through Buzzinn (2020–2022), delivered 5 Gen-Z consulting projects for BBVA, Kutxabank and ImaginBank and closed €50K in deals with Seat, EADA and Esportia.
- Conducted international research in Finland, San Francisco and South Korea to identify leading industries and find international clients.

CERTIFICATES & LANGUAGES

Certificates: Udacity AI Product Manager Nanodegree · Miami Ad School Bootcamp in Design Thinking and Innovation

Languages: Fluent in English, Spanish and Catalan