ATTILA DANKU.

INTERNATIONAL BUSINESS DEVELOPMENT & COMMERCIAL LEADERSHIP

AI · CAPITAL · REGULATED TECHNOLOGY · MARKET ENTRY



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01 PROFILE

Business development and commercial executive with 15+ years building revenue, partnerships and market access across the United States, Europe and the Gulf. Co-Founder of the European Innovation Center (Silicon Valley) and former Investment & Trade Commissioner and Consul of Hungary in Los Angeles, where a $1M deal between SignAll and Boeing was negotiated. Commercial force behind carrier and reinsurer partnerships with Allianz, Munich Re and Hannover Re, an AI-automated sales pipeline at BrightHills, and the pre-eminent PE and VC gathering in Central and Eastern Europe. Equally at home with founders, governors, investors and Fortune 500 boards — and accountable for the number.

02 KEY FIGURES

15+ years	**$1M**	**$100K+** /mo	**$1.2M**	**19** states
Operating across the US & Europe	Deal negotiated — SignAll (HU) × Boeing (US)	Average monthly sales as Director of BD	Service sales at Silicon Valley Innovation Center	US states as Trade Commissioner & Consul

03 CAPABILITY

Business Development	96	Enterprise & Partner Sales	92
Capital & Investor Relations	88	Government & Trade Relations	94
AI & Agentic Commercialisation	92	Market Entry / Soft Landing	93
Regulated MedTech (SaMD/QMS)	80	Complex Negotiation	91

04 PROFESSIONAL EXPERIENCE

BrightHills Ltd.

Aug 2024 – Present

Head of Business Development · Contract · Győr, Hungary

- Lead global outreach and build strategic partnerships through system integrations across MedTech, FinTech and other highly regulated industries.
- Align client requirements with delivery and AI engineering teams; position partners on SaMD, QMS, QA/RA, AWS-certified infrastructure and agentic AI.
- Develop commercial pipeline across the US, DACH region and the UAE, converting regulatory complexity into sellable, compliant programmes.

European Innovation Center — Silicon Valley

Jun 2016 – Present

Co-Founder · Full-time · Silicon Valley, California

- Advise startups across five continents on AI adoption, global scaling and market entry into the US, Europe and the UAE — with a specialist practice in soft-landing and scale-up.
- Convene founders, investors and government stakeholders; open commercial and capital pathways that most European teams cannot reach alone.
- Own the organisation's partnerships, programme design and client relationships end to end, from first meeting to signed engagement.

0100 Conferences

Aug 2023 – Present

Senior Sales Executive · Contract · Remote / Europe

- Lead the strategic development and execution of the 0100 Conferences Emerging Europe Budapest event — the pre-eminent private-equity and venture-capital gathering in Central and Eastern Europe — as its primary commercial driving force.
- Contribute to the Milan, Vienna, Dubai and Amsterdam editions, building connections among LPs, GPs, VCs, service providers, family offices, banks and government entities.
- Strengthen deal flow and investment alignment in emerging markets through targeted sponsor, delegate and institutional relationships.

04 PROFESSIONAL EXPERIENCE, CONTINUED

Probando GmbH
Oct 2023 – Sep 2024

Sales & Business Development Manager · Graz, Austria

- Opened and developed commercial partnerships in the US, Singapore, Israel, Belgium and Hungary for a clinical-trial SaaS platform.
- Built the partnership model spanning payers, providers and CROs, translating a European product into US and APAC go-to-market.

InsurWiz Technology Ltd.
Feb 2022 – Jul 2023

Head of Business Development & Sales · Székesfehérvár, Hungary

- Scaled an InsurTech start-up commercially, driving expansion into the UK, the EU/DACH region and Southeast Asia.
- Established partnerships with Allianz, HDI Germany, Hannover Re, Uniqa, Munich Re and Element — carriers and brokers that define the European market.

Ministry of Foreign Affairs & Trade of Hungary
Jun 2017 – Dec 2021

Investment & Trade Commissioner / Consul · Los Angeles, United States

- Facilitated investment, trade, partnership, education and knowledge exchange between the US and Hungary across 19 US states.
- Represented Hungary and Hungarian entities in high-level political and business meetings, negotiating on their behalf — including a $1M deal between SignAll (Hungary) and Boeing (USA).

05 SELECTED MANDATES

YEAR	COUNTERPARTY	MANDATE
2024 –	**BrightHills**	Designed and launched an AI-automated, buyer-intent-driven sales pipeline spanning the US, DACH and the UAE.
2023 – 2024	**Probando**	Directed market expansion into Singapore and the United States for a clinical-trial SaaS platform.
2022 – 2023	**Allianz · Munich Re · Hannover Re**	Established carrier and reinsurer partnerships for InsurWiz and led DACH expansion across Germany and Switzerland.
2023 –	**0100 Conferences**	Principal commercial force behind the pre-eminent private-equity and venture-capital gathering in Central and Eastern Europe, hosted in Budapest for two consecutive years.
2017 – 2021	**US federal & state network**	Negotiated with governors, C-level executives, investors and founders across 19 states as Consul in Los Angeles.

06 EARLIER CAREER

Silicon Valley Innovation Center — Director of Business Development & Sales
San Mateo, California · Feb 2016 – May 2017

Silicon Vikings — Head of Projects & Initiatives
San Francisco, California · Jul 2013 – Jul 2014

Xerox — Project Intern, Healthcare Solutions Innovation

InnoWaiter — Founder

Aon Hewitt — Analyst

ArcherBennett Insurance — Business Development Manager
San Francisco, California · Jul 2014 – Jan 2016

Wallrust Inc. — Product Analyst

National Research, Development & Innovation Office (NKFIH) — Senior Consultant

Coloplast A/S — Manufacturing Project Manager & Interpreter

07 EDUCATION · LANGUAGES · AFFILIATIONS

Hult International Business School
MBA
2012 – 2013

Copenhagen Business School
BSc, International Business
2004 – 2007

Rotterdam School of Management
MSc exchange scholarship
2008

University of Liverpool
BSc exchange scholarship
2006

English — C2
Full professional proficiency

Hungarian — Native
Native

German — B1–B2
Intermediate

Danish — B1
Intermediate

European Innovation Center in Silicon Valley
Co-Founder · 2016 – Present

AIESEC International
Project Manager for Entrepreneurship; member in the UK, Denmark and the Netherlands · 2006 – 2011

DIØF — Danish Lawyers & Economists Association
Former member · 2008 – 2011

08 SYSTEMS

macOS · Linux · Windows · Cloud & local LLMs · HubSpot · LinkedIn Sales Navigator · Monday.com · Woodpecker · Jira · Miro · SevDesk · Canva · Microsoft Office

OPEN TO HEAD-OF & DIRECTOR-LEVEL MANDATES

- Head of AI Commercialisation
- Head of Business Development
- Investor Relations
- Director, AI Partnerships & Alliances
- Sales & Partnerships Leadership
- Government Relations

Silicon Valley · Graz · Budapest

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