

ZOLTAN VARDY

STARTUP MENTOR & SPEAKER
FOUNDER - THE LAUNCH CODE



Zoltan Vardy is a startup mentor and speaker who helps B2B tech founders sell and market to enterprise customers by applying his sales & marketing blueprint called The Launch Code.

The Launch Code is built on the principles, tools, and techniques Zoltan used to close \$2 billion in B2B sales over his 30-year global career as a C-suite executive, entrepreneur, and investor.

Zoltan has helped 200+ startups in 26 countries to build predictable revenues by sharing The Launch Code via a personal mentoring program, group workshops, and an on-demand course.

Zoltan was formerly Sr. Vice President/ Global Sales at NBC Universal International, and a regional CEO at Germany's ProSiebenSat1 Media. He helped launch a dozen international media and tech businesses and has had successful exits as a founder (eEuropeMedia) and as an investor (Brainient). He also serves as chairman of enterprise loyalty SaaS technology, [Antavo](#).

He was born and raised in the US and divides his time between London and Budapest.

- BLOG 
- PODCASTS 
- VIDEOS 



Check out articles, videos and podcasts on B2B sales, marketing and business development.

**50% CORPORATE,
50% ENTREPRENEUR**

I know how to scale a business globally because I've done it countless times myself.

I've built and managed multi-million-dollar businesses for global media corporations and launched media and tech startups in a dozen countries, with successful exits as both a founder and an angel investor.

I've experienced both corporate comforts and entrepreneurial uncertainty and know the thrill and challenges of creating 'something from nothing' first-hand.

My purpose is to apply my knowledge and insights to helping entrepreneurs experience the personal satisfaction and rewards of building a successful global business.

I'm committed to mentoring, training, and creating content that combines the best of corporate and entrepreneurial thinking to guide B2B tech startup founders on how to scale their companies.

I also support the growth of a vibrant European startup ecosystem by partnering with accelerators, venture capital firms, and spreading the values of entrepreneurship at conferences and events.



CONTACT

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FOR MORE INFO

