



Kenneth P. Morse

- **Serial Entrepreneur**
- **Visiting Professor, ESADE Business School**
- **Chair in Entrepreneurship, Innovation and Competitiveness, Delft University of Technology**
- **Founding Managing Director, MIT Entrepreneurship Center**
- **Global Board, MIT Enterprise Forum**
- **Chairman, Entrepreneurship Ventures, Inc.**
- **National Advisory Council on Innovation & Entrepreneurship (USA)**
- **MassChallenge, Board of Advisors**
- **Member, Barcelona HiT: The Hothouse of Innovation & Technology**
- **Member, Telefónica Disruptive Council**
- **Member, Citi SFS Advisory Board**
- **Commercialisation Advisor, Scottish Enterprise**
- **External Expert Panel, New Zealand GNS Science**
- **Commercialization Advisor, Dynasil Corporation**
- **Bachelor of Science, MIT**
- **MBA, Harvard Business School**

Ken has been a high performance leader in global high tech sales and sales management for over 35 years.

... "Ken has spent a lot of years doing the exact same thing we're all trying to do - taking companies global. A lot of brochures make the content sound good but fail to deliver - Ken delivers!"

- Mike Dennehy, CEO, Vision Software, Mount Maunganui, New Zealand

Track Record

Ken Morse was a co-founder of six high-tech companies, together with MIT friends and classmates. Five of these ventures had successful IPOs or mergers; one was a disaster. They included 3Com Corporation, Aspen Technology, Inc., a China Trade Company, a biotech venture, and an expert systems company. Ken was either the CEO or responsible for part or all of the Sales organization in each of these new enterprises. During his 4+ years as Managing Director of AspenTech (AZPN) Europe SA/NV, Ken's team achieved 18 consecutive quarters of on-target sales performance by building close strategic relationships with the leading chemical and pharma companies throughout the region. He grew the AspenTech EMEA organization from 22 to 200+ employees with basically zero staff turnover, and expanded sales revenue 600% - 900% with key client relationships.

Ken's interest in international high tech ventures began at MIT, where he graduated with a BS in Political Science in 1968 followed in 1972 with an MBA from Harvard Business School. Upon graduation, he joined Schroders, the UK-based merchant bank, where he worked directly for Jim Wolfensohn, former President of the World Bank.

In 1975 Ken formed a trading advisory company under the aegis of Chase Manhattan Bank to assist U.S. technology-based companies such as IBM, General Motors, Gillette, Hughes Aircraft, Mine Safety Appliances, Waters Associates, and others to enter the China market. Ken was based in Beijing for five years during the latter half of the Cultural Revolution. In 1980, Morse relocated to Silicon Valley as a founding member of 3Com Corporation.

In the thirteen years that Ken served as Founding Managing Director of the MIT Entrepreneurship Center (1996 - 2009), the number of students taking Entrepreneurship Courses increased from 220 to 1,600 per year while the number of professors grew from 3 to over 36. Ken was named "Education All Star" by "Mass High Tech" magazine, and is a member of the MIT Enterprise Forum Global Board.

Ken was appointed to the recently-created National Advisory Council on Innovation & Entrepreneurship by Secretary Locke and President Obama (Washington), and is a member of the Council on Foreign Relations (New York City).

Ken is a member of the Telefónica Disruptive Council, Citi SFS Advisory Board, Barcelona HiT: Hothouse of Innovation & Technology, and the New Zealand GNS Science External Expert Panel. He is also a Commercialisation Advisor to Scottish Enterprise.

Ken serves on the Board of Advisors of MassChallenge and several ambitious start-ups, including Denkwerk GmbH in Germany; Zylinc A/S in Denmark; The Little Engineer in Lebanon; Indisys and Invenio in Spain; Izon Science Ltd in New Zealand; Naseeb Networks and Sofizar in Pakistan; Dynasil Corporation, and several MIT spin-offs in the US, including Cogito, peerTransfer, HubSpot Internet Marketing, FloDesign Sonics, IntAct Labs, Terrafugia, and UkuMi.

Ken is Visiting Professor at the ESADE Business School in Barcelona and holds a Chair in Entrepreneurship, Innovation and Competitiveness at the Delft University of Technology in The Netherlands. He has been teaching the Entrepreneurial Skills Development workshops in Europe, Lebanon, Saudi Arabia, Pakistan, New Zealand, Québec, and the US for more than 9 years.

Ken speaks fluent French and some Chinese. He is a member of the Cercle Royal Gaulois Artistique & Littéraire in Brussels. When he is not helping young companies to succeed, Ken enjoys sailing his 50-year old wooden boat with his family around Cape Cod.

He is in the early stages of writing a book about global entrepreneurs who built great companies far from Silicon Valley and Route 128. The working title is "Making it Happen Globally".