



MICHAEL FONG

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Global C-Suite Executive & Investor | Deep Tech · Biotech · Gaming | \$500M+ P&L · 13 Markets | Founder, PivotCXO

SUMMARY

Founder of PivotCXO, a fractional executive and advisory platform supporting deep-tech ventures with strategy, global expansion, fundraising and commercialisation. Venture Partner at VU Venture Partners, investing in frontier technologies. Formerly Asia MD & Regional VP at Blizzard Entertainment, where I scaled operations across 13 markets and forged industry-defining licensing partnerships. Also founded and successfully exited an AI agri-tech venture within three years. With 20+ years of international leadership experience across Asia-Pacific, North America, and global markets, I bring a practical, hands-on approach to turning strategy into execution and scaling businesses globally.

KEY ACHIEVEMENTS

- Founded and scaled a Deep Tech startup to acquisition within **3 years @ 2.3X** return.
- Blizzard Entertainment: Helped grow Asia P&L from \$22M to **+\$500M**; led China JV and signed major licensing deals; delivered consistent **YoY** revenue growth.
- VU Venture Partners: Co-invested in **SpaceX, OpenAI, Neuralink, Figure.AI**, etc..
- Helped manage expansion into **13** Asian markets; built and managed cross-border teams; executed successful turnaround strategies in multiple geographies.

PROFESSIONAL EXPERIENCE

PIVOT CXO, (Hong Kong / Global)

Founder & Principal Operating Executive

2023 – Present

Fractional executive and strategic advisory platform supporting deep-tech startups and growth-stage companies with strategy, fundraising, cross-border transactions, and market expansion.

- AI Drug Discovery Company (Singapore): \$1.5B NASDAQ listing in process; shaping strategy and global expansion for AI-driven drug discovery.
- AI Healthcare Company (China): \$5M pre-Series A closed. Driving business strategy, planning, fundraising and global expansion.
- Cross-Border M&A, Germany/China: Led potential acquisition of German manufacturing firm by Chinese buyer, including deal strategy and negotiations.
- Gaming — Strategic guidance for Web3 game platforms and game studios on market entry and fundraising.

(Additional advisory and fractional leadership projects ongoing)

VU Venture Partners, San Francisco, United States (Part-time)

Venture Partner

2024 – Present

Generalist global venture capital fund.

- Source and evaluate high-growth deep tech investment opportunities across multiple sectors, including AI, healthcare, and frontier tech.
- Develop investment theses, conduct due diligence, and present to investment committees.
- Drive strategic connections between portfolio companies, investors, and corporate partners.



Languages ▾

English – Native

Chinese – Mandarin (HSK3)

Cantonese (basic)

Core Competencies ▾

- AI & Deep-Tech Commercialisation
- Fundraising & Investor Relations
- Global Expansion & Market Entry
- Go-to-Market Strategy
- Strategic Partnerships
- P&L Growth & Turnaround
- Board Governance & Advisory

Social Impact ▾

- Hong Kong Rotary Club Member – President Nominee, Service Projects Chair
- Mentor, Mentor Connect, supporting aspiring entrepreneurs.
- Sponsor, orphanage in Tanzania, funding infrastructure for 200+ children.
- Sponsor, 15+ underprivileged children worldwide.

CONFIDENTIAL TECH VENTURE – Regulated Medical Market, Canada (Full-time) (4 Years)

Founder & CEO

2019 – 2023

- Founded and exited a data-driven technology venture in a tightly regulated medical market, achieving a 2.6x multiple on invested capital within two years of commercial launch. Led end-to-end company building across product, operations, and go-to-market in a tightly regulated environment.

BLIZZARD ENTERTAINMENT, Hong Kong (Full-time) (16 Years)

Founding Managing Director & Regional Vice President, Asia

2012 – 2018

Leading global developer and publisher of iconic video games (Diablo, Warcraft, etc..).

- Oversaw multi-country operations across China, South Korea, Japan, Taiwan, Australia, and Southeast Asia.
- Scaled revenue from \$22M to \$500M+, delivered consistent double-digit growth.
- Led 13 successful market entries; executed the industry's largest licensing deal.
- Directed P&L management, full operations, government relations, partnerships, and market strategy.

Cooperative Activision Blizzard International U.A., Amsterdam, Netherlands

Managing Director & Board Member

(2014–2017)

- Supported governance, compliance, and operational alignment of global business units.

Previous Roles @ Blizzard:

(2002 – 2012)

- Founding Managing Director, Greater China / Southeast Asia

CORE FINANCIAL NETWORKS, Hong Kong (8 Years)

Director of Strategic Initiatives (Full-time)

1994 – 2002

- Directed strategic investments for family office portfolios. Managed due diligence, venture analysis, fundraising, and deal execution for startup investments.

EDUCATION

MSc – Applied Neuroscience

-King's College (p/t in process)

MBA (Management)

-Leicester Business School

MSc (Intl Marketing)

-Strathclyde Business School

BA (Psychology)

-Cape Breton University

Advanced Graduate Coursework, Global Finance, NYU Stern

EXECUTIVE / PROFESSIONAL PROGRAMS:

- **Oxford Artificial Intelligence Program**, SAID Business School, University of Oxford
- **Digital Transformation & AI Playbook**, Stanford Graduate School of Business
- **AI in Healthcare - From Strategies to Implementation**, Harvard Medical School
- **Exponential Technologies Shaping the Future**, Singularity University
- **Corporate Governance**, Columbia Business School
- **Venture Capital Investor Accelerator Program**, Venture University
- **Strategic Thinking and Planning for Leaders**, UCLA Andersen
- **Lean Six Sigma Black Belt**, The Council for Six Sigma