

## Karim (John) Rizk

Founder & former CEO (Wavecall) • Sales leader & hands-on software architect  
Based near EPFL (Lausanne/Préverenges) • Available on-site or remote  
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# Fast, practical help for deep-tech startups: ship, sell, and scale

If you're building a complex product with a small team and limited runway, execution mistakes are expensive. I help founders and CEOs de-risk delivery and accelerate revenue - hands-on and pragmatic.

### Why listen to me?

- Co-founded Wavecall SA and grew it through a decade of deployments; RF propagation technology acquired by Aircom/TEOCO in 2023 (press release available).
- Built and modernized a large C/C++ codebase (100k+ LOC) on Linux, including GPU acceleration (CUDA + NVIDIA OptiX) and high-performance optimization.
- Closed and expanded multi-million operator relationships (Swisscom, Vodafone, Telefonica, AT&T, Sprint, Clearwire).
- Raised investment from Nomura Securities to accelerate product innovation and international expansion.

### Where I can help (choose one, or mix)

- Delivery & architecture: architecture reviews, roadmap slicing, hiring guidance, quality/process, technical debt triage.
- Performance & scaling: profiling, GPU/CUDA acceleration strategy, distributed systems trade-offs, pragmatic optimization.
- Go-to-market: value proposition, pricing, enterprise sales process, proposals, negotiation coaching, partner/channel strategy.
- Founder support: prioritization, tough decisions, 'second brain' for CEO/CTO, board/investor narrative.

### A simple, startup-friendly engagement

- Step 1 (free): 45-minute intro session + a short written action plan (priorities, risks, next steps).
- Step 2: 5-10 hours to execute the plan (hands-on with your team), weekly or sprint-based.
- Step 3: Ongoing advisor mode if useful (e.g., 2-4 hours/week).

Intro offer for EPFL Innovation Park & Y-PARC startups: free intro session (45 minutes) + a short written action plan.  
If we continue: CHF 65/hour for the first 10 hours (intro rate).

Call to action: reply to [john.rizk@paramountapex.com](mailto:john.rizk@paramountapex.com) or call +41 79 372 9036 to book a 20-minute coffee at EPFL/Y-PARC.

References available on request. Press release: "Aircom acquires Wavecall's RF Propagation Model" (March 2023).