MICHAL LESZCZYNSKI

INTERNATIONAL ESPORTS OPERATIONS | COMMERCIAL PARTNERSHIPS

Poland
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PROFESSIONAL PROFILE

International esports operations and commercial partnerships professional with 9+ years of experience building competitive teams, talent divisions and cross-market projects across Europe, South America and Asia. Combines team-side leadership, agency-side business development, contract negotiation, P&L responsibility and cross-cultural stakeholder management.

CORE STRENGTHS

- International esports operations
- Strategic partnerships & sponsorships
- Talent & creator strategy
- Commercial negotiation
- P&L & budget management
- Brand activations
- Market analysis
- Cross-cultural stakeholder management

LANGUAGES

Polish: Native
English: Bilingual
Spanish: Working
Arabic: Elementary
German: Elementary

CERTIFICATION

Contract Law – HarvardX Harvard Law School
November 2023

SELECTED CAREER IMPACT

BUILT & SCALED	GLOBAL LAUNCH	OPERATING LEADERSHIP
Revenue-generating esports talent division	**Williams Resolve with Williams Racing**	**P&L, budgets and multi-team operations**

PROFESSIONAL EXPERIENCE

SBE MANAGEMENT AG | OCT 2021 - PRESENT

Schindellegi, Switzerland
Project Lead | Talent Agent

- Built and scaled a revenue-generating esports and gaming talent division of 40+ managed clients, creating partnership, sponsorship and creator-led campaign opportunities.
- Lead cross-continental operations across Europe and South America, combining talent management with social, streaming, influencer and brand activation work.
- Negotiate talent agreements and commercial partnerships, including seven-figure deals, supporting substantial year-on-year growth for clients and the company.
- Deliver projects end-to-end and maintain long-term stakeholder relationships across Europe, South America and Asia.

RESOLVE ESPORTS LTD. | DEC 2020 - SEP 2021

London, United Kingdom
Team Director | Project Manager

- Built and managed a UK-based esports team, winning a championship within the first three months.
- Coordinated the launch of Williams Resolve, a Rocket League joint venture with Williams Racing Formula 1 Team.
- Directed multi-team operations, budgets, market analysis and long-term planning; served as liaison to external stakeholders.

PENTA SPORTS GMBH | DEC 2019 - NOV 2020

Berlin, Germany
Team Director | Project Manager

- Directed esports operations with full P&L and budget responsibility.
- Built championship-winning teams and delivered all annual objectives established by executive leadership.
- Improved processes across performance, logistics, onboarding, negotiation, communication and facility management.

QLASH | Cagliari / Treviso, Italy AUG 2018 - NOV 2019

Project Manager

- Led talent sourcing, recruitment, onboarding, team operations and logistics.
- Streamlined performance and scheduling processes and delivered guest lectures on gaming and esports management.

AD HOC GAMING GMBH | JAN 2017 - JUL 2018

Gera, Germany
Talent Scout

- Recruited top-tier talent contributing to three consecutive championship titles and coordinated practice scheduling with team management.

ADDITIONAL PROFESSIONAL SKILLS

Deal structuring • Account management • Influencer marketing • Integrated campaigns • Sponsorship sales • KPI tracking • Brand strategy