

Operating Partner Profile

Thomas Hirsch

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My Acquisition Target: Publishing & Corporate Training

My focus is on acquiring a profitable business in B2B knowledge with further digitization potential—be it corporate education or niche publishing.

I'm drawn to content-rich industries with sticky customers, where digital transformation unlocks real value. I've built and scaled digital content platforms in Europe and North America and have lived in the UK, CH and DE. I am hands-on and combine operational execution with product and M&A experience, and most importantly – a playbook that has proven successful across multiple markets. Highlights include leading upday to €30m revenue and structuring its Samsung carve-out.

My goal is to be a successor founder — to preserve the company's soul while accelerating its future.

About Me

Pan-European operator with 15+ years of experience scaling digital and content-driven businesses.

I helped build upday from scratch into Europe's largest news app, generating €30M in revenue and healthy EBITDA margins. I've led cross-functional teams across Europe and North America, and driven product innovation, commercial performance, and M&A transactions.

Now, I'm ready to apply that experience to a single company I can grow sustainably as CEO. I'm looking for a healthy, mid-sized business with strong foundations and a loyal customer base, where I can invest deeply and help build its next chapter — with care, ambition, and focus.

Values

- Integrity
- Long-Term Ownership
- Transparent Governance
- Respect for Team & Legacy
- Continuous Improvement

Skills

- Digital Transformation
- Strategic Execution
- M&A Experience
- Operational Leadership
- Revenue & Business Model Innovation

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