

Deborah Walker



Deborah Walker is a venture developer and advisor to entities that assist technology entrepreneurs in commercializing their intellectual property. In this capacity she works with entrepreneurs, early stage venture capital funds in Europe and with know-how transfer entities whose programs improve market access mechanisms and commercialization potential of tech enterprises. She approaches this as a U.S. attorney with over 15 years of experience in pioneering the establishment of new ventures and advising companies in corporate and intellectual property matters in the countries of central Europe, the Caucasus and central Asia (CEE) as these countries began transitioning out of socialism in the early 90s thereby helping build the new private economy.

Ms. Walker's corporate experience was gained initially as an in-house legal counsel to an American multinational which functioned in a role approximating eastern Europe's first major private equity fund as it set aside USD 1 Bn for rapidly investing in the newly opening CEE markets. In this capacity she managed the legal aspects of transactions ranging from USD 20 Mn to 240 Mn and pioneered trademark infringement litigation throughout the region while representing the world's best known trademark. An entrepreneur herself, she subsequently founded her own companies in 1995 in Vienna, Austria and Sofia, Bulgaria, in which she continued to provide legal and business advisory services to predominantly multinational entities throughout the CEE region. She has also helped establish and advise technology business incubators in the region and extended business development services to support technology entrepreneurs as they seek international markets and capital.

Some of Ms. Walker's additional entrepreneurial activities have included: co-founding a not-for-profit association based in Austria which supports IT industry and research in Europe; serving as start-up managing director for a European-based energy marketing consultancy; co-founding a US company in which she helped launch an innovation management newsletter and advised on commercialization strategy for US-based researchers in the biomedical sector and having helped launch new early stage venture funds in central Europe.

Walker is also a guest professor at the Vienna University of Economics and Business Administration where she teaches skill intensive courses on the Entrepreneurial Process and Cross-cultural Negotiating Skills for the Entrepreneurship & Innovation Department and has served as a board member of the Vienna based Austro-British Chamber (2004 - 2006) and is a member of the Texas A&M University International Board (1999 -).

Walker, a Texas qualified attorney, holds the Doctor of Jurisprudence degree from South Texas College of Law, an M.S. and B.S. in Agricultural Economics from Texas A&M University, and has conducted post-graduate legal studies at the London School of Economics.