
CEO / President / VP Marketing and Business Development

Growth Strategies / Startups / Turnarounds / Sales / Marketing / Product Development / ROI Acquisitions / Strategic Alliances / IPO / Fundraising / Team building / Budgets / CRM & VRM

Proven leader with ability to identify and analyze varied types of business opportunities, drive growth and profits, execute exit strategies and maximize shareholder value. Successfully builds organizations by utilizing entrepreneurial strengths and creative strategies, developing strong client and partner relationships, creating compelling business cases with actionable sales and marketing plans and maximizing competitive advantage in challenging markets.

Broad-based experience includes driving high tech startups and turnarounds to become market leaders culminating in their sale at handsome ROI. Additional experience in large market leading organizations.

Possess the ability to define and execute effective strategies through a hands-on approach, complemented by skills in listening, communicating, and consistently achieving overall goals and objectives.

Career History and Highlights

- Revitalized moribund company and orchestrating its sale for \$43M, 4X return on new money invested.
- Founded and served on Board of five companies, achieving a 3.5x return on all money invested
- Restored growth leading to the sale of a company that had been privately funded for over 18 years
- Developed new products and beating the competition to untapped markets
- Formed strategic partnerships through Asia, leading to 70% revenue increase and two acquisitions
- Created go-to-market strategy, raised funding and forged seven strategic relationships with home care franchises.
- Boosted deal flow with DFJ, Newbury, ComVentures, and TCV; led and closed five deals netting an IRR of 45%.
- Successfully drove \$2M in cost savings and reduced monthly burn by 17%.

Career History and Highlights

CEO, Algorithmic Intuition, Inc., Jan 2015 to Present. Focused company on building algorithms designed for elderly motion and vital statistics for aging adults living at home. Created corporate structure, established a Board of Directors, and defined and implemented a product definition along with market strategy. Manage all aspects of the business.

President and CEO, Sensor Platforms, Inc. (SPI), Oct 2011 to July 2014. Retained by Board of Directors which was prepared to shut down company. Developed and sold software to Android consumer market. Managed financial and budget activities to fund operations, maximize investments, and increase efficiency.

Technology Partner, Arrowpath Venture Partners, Jan 2003 to Feb 2010. Played key role in starting and handling three companies and investing in three additional companies in eight years. Achieved a 3.5x return on all money invested. Served as temporary CEO of three companies all of which returned capital.

Executive Consultant, CEON, Apr 2002 to Feb 2003. Instrumental in implementation of new product strategy targeted at convergence of Enterprise Networks. Built, cultivated and maintained new relationships and networks with Tier1 integrators such as SAIC, Bearing Point, and AMS.

VP of Marketing and Business Development, Centerpoint Technologies, Feb 2001 to May 2003. Established strategic intelligence alliances with SBC, MCI, Williams, Qwest, Sprint, ATT, etc. Arranged business partner / OEM relationships with Extreme, White Rock, Brocade, Hitcho, Scientific Atlanta, and others.

VP, Marketing and Business Development, Mayan Networks, Jan 1999 to Feb 2002. Designed a new corporate strategy that positioned MAYAN as a Top 100 start-up company according to the Red Herring Magazine.

Earlier: VP of Engineering and Professional Services, Firstworld Communications; **Director, Global ATM Design Center**, Onstream/3Com; **Supervisor, Global Network Control**, British Telecom.
