

DAN BROWN

CEO / President / VP Marketing and Business Development



Sought After Executive with Blend of Operations, Marketing and Business Development Know-how

Dan Brown has a history of transforming high tech startups and turnarounds into market leaders culminating in their sale at handsome ROI. As a result, he is a unique combination of entrepreneurial enthusiasm and skill along with the discipline and sophistication necessary to succeed in large companies.

Mr. Brown is an outstanding leader adept at achieving bottom line objectives. He has a track record of seizing opportunities and creating innovative solutions that improve revenues, profits and growth. He is a proven leader with the ability to identify and analyze varied types of business opportunities, drive growth and profits, execute exit strategies and maximize shareholder value.

He 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 large market leading organizations.

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

Skilled in providing strong strategic and tactical leadership and solving complex business challenges, Mr. Brown is an accomplished change agent who has delivered sustained performance over his career. He is a high-energy, creative executive with effective communication skills and motivational abilities that generate loyalty and commitment to excellence.

Comfortable advising and leading start-up companies as well as ongoing businesses, Mr. Brown has utilized corporate development initiatives and dynamic team management to drive exponential revenue and profit growth for many industry-diverse businesses. Fulfilling entrepreneurial challenges, he also launched, managed, grew and/or engineered successful exit strategies.

Mr. Brown has demonstrated the ability to establish and maintain Board and C-Level relationships in order to support strategic initiatives and produce meaningful and measurable growth and success throughout his professional career. Skilled at managing daily operations while maintaining a “big picture” perspective, Mr. Brown excels at leveraging business knowledge with a tireless work ethic to deliver results. He is effective in resolving issues through analytical, collaborative and cost-effective methods.

Utilizing an open and transparent management style that both supports and challenges team members, Mr. Brown has built and led cross-functional teams that exceed expectations. He is adept at achieving buy-in from disparate groups and cultures, creating common vision and consensus.

Mr. Brown is effective in understanding and responding to key drivers of client/customer motivation with innovative, profit-driven solutions. His effective communication skills and motivational abilities are complemented by well-practiced negotiating skills, a willingness to “roll-up his sleeves” when needed and a simple ability to engender trust and inspire the confidence of stakeholders at every level.

The personal qualities most evident in Mr. Brown’s many career achievements are: vision, integrity, perseverance and sound business judgment. He is looking forward to the challenge of adapting quickly to a new environment and continuing his record of leadership, performance and personal accomplishment.

His intuition and passion, which have been the driving forces behind many of his successes, elevate his energy level and heighten his personal satisfaction, causing him to constantly seek new and challenging opportunities. In particular, he is seeking a company with ambitious plans for growth and needing to transition from an entrepreneurial to a more managerial style of operation. He is far more interested in finding an opportunity with the right potential than any particular job title or initial comp plan. He is confident that he can grow the company and the job into a winning long-term outcome.

Career History and Accomplishments

CEO

Algorithmic Intuition, Inc.

Jan 2015 to present

As CEO, Mr. Brown focused the company on building algorithms designed for elderly motion and vital statistics for aging adults living at home. He created corporate structure, established a Board of Directors, and defined and implemented a product definition. He also developed the go-to-market strategy selling through home care providers, assisted care facilities and hospitals. In addition, he raised funding, built a nine-person team and personally forged seven strategic relationships with home care franchises.

President and CEO

Sensor Platforms, Inc. (SPI)

Oct 2011 to July 2014

Mr. Brown was recruited by the Board of Directors to help decide whether to try to restore the company or shut it down. It had a six-year history of zero cash flow. His challenge was to assess its viability and recommend a course of action. He evaluated the team, products, customers and market, concluding that the company had significant unrealized potential.

The board agreed and appointed him CEO. He refocused on establishing and selling software to the Android consumer market where algorithms manage, control, and execute routines that currently run in most Android smartphones. He then rebuilt the executive team.

Next he devised a new product strategy and began working with prospective customers and strategic partners leading to a re-cap of the company. He personally closed five new revenue deals, secured two new strategic partners and added investors. As a result of his actions, the company grew, prospered and was ultimately sold for \$43M, giving the investors a 4X return on new money invested.

Technology Partner

Arrowpath Venture Partners

Jan 2003 to Feb 2010

In this position, Mr. Brown administered the sourcing, research and investments into the early stage, high-tech companies. He served on the Board, was Technical Chair on the Investment Committee, and a member of the team that raised funding for the last fund.

During his tenure with Arrowpath, he guided the startup and management of three companies and invested in three other. He served as a member of the Board for five companies and achieved a 3.5x return on all money invested.

He also boosted deal flow. To do so, he worked with DFJ, Newbury, ComVentures and TCV, and led and closed five deals netting an IRR of 45%. In addition, he brought in strategic companies such as Google, IBM, SAIC, BT, Xilinx, Maxim, and SoftBank to name a few. Overall, he achieved a 4.5x return for Arrowpath.

Executive Consultant

CEON

Apr 2002 to Feb 2003

In the assignment, he functioned as CEON's VP of Marketing and Business Development. He built, cultivated, and maintained new relationships and networks with Tier1 integrators such as SAIC, Bearing Point, and AMS. In summary, he developed and launched a new product for an untapped market. Shortly after it was announced, sales climbed sharply leading to the sale of the company after being privately funded for more than 18 years.

Vice President of Marketing and Business Development

Centerpoint Technologies

Feb 2001 to May 2003

Mr. Brown was hire to manage corporate identity, marketing positioning, product strategy, and budget planning activities. He managed a 12-person team, interacted with the Board and established strategic intelligence alliances with SBC, MCI, Williams, Qwest, Sprint, ATT, and others. Finally, he formed business partner / OEM relationships with Extreme, White Rock, Brocade, Hitachi, Scientific Atlanta and others.

VP, Marketing and Business Development

Mayan Networks

Jan 1999 to Feb 2002.

Mr. Brown designed a new strategy that positioned MAYAN as a Top 100 start-up company according to the Red Herring Magazine.

VP of Engineering and Professional Services

Firstworld Communications

Apr 1997 to Jan 2001.

Under his leadership the company developed a new, nationwide wholesale data and dial-up technology resulting in an IPO while simultaneously managing \$52M in capital spending. He also structured five acquisition deals that enhanced the service territory saving millions in expansion costs.

Director, Global ATM Design Center

Onstream/3Com,

Jun 1993 to Apr 1997.

Mr. Brown established business relationships in global markets with a key focus on Asia, Australia, Europe, and the U.S. He close transactions valued at \$11M for the successful design of ATM networks with Bank of America, Charles Schwab, Columbia Healthcare, and Goldman Sachs.

Supervisor, Global Network Control

British Telecom

Mar 1989 to Sept 1994.

Here, his responsibility included handling and monitoring of the global data network.