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## PROFILE

**Executive and analyst with a broad technology industry background** and a proven track record in creating products, positioning solutions, and growing profit. Success in a variety of operating roles and as a tech generalist in equity research. **Ivy League educated**, Masters Degree plus executive MBA training. **Co-founded two startup firms.**

## EXPERTISE

General management	Industry, competitive, and financial analysis
Strategy at the corporate and product level	Making the complex understandable to anyone
Developing innovative products	Solution positioning, technology evangelism
Adding structure to complex situations	Sophisticated, multi-tiered financial modeling

## KEY SUCCESSES

<ul style="list-style-type: none"><li>• <b>Profitably expanded a \$500M product line</b> by 10-20%; <b>grew enterprise revenues to \$100M+</b> in a smaller firm.</li></ul>
<ul style="list-style-type: none"><li>• As a startup CMO, retooled company strategy on the fly to develop new revenue sources and <b>stretch out cash burn by a projected 40%</b>.</li></ul>
<ul style="list-style-type: none"><li>• Added <b>\$30M in revenue via direct support of Sales VPs</b> on field calls; <b>helped land \$200M in business</b> as a sales support engineer in a larger firm.</li></ul>
<ul style="list-style-type: none"><li>• Developed marketing presentations and investor materials for numerous companies, leading to over <b>\$300,000 worth of Angel investments in one firm, and a \$2,000,000 term sheet in another.</b></li></ul>
<ul style="list-style-type: none"><li>• Made M&amp;A recommendations or equity calls in nearly a dozen verticals, including <b>mobile, digital media, internet, telecom, social media, 3D-printing, and others.</b></li></ul>

## TARGET POSITIONS

A lead operational position in a young technology firm, or an analyst/advisory position in financial services. Examples:

**Technology Firm:** *COO, VP/Director Product Management, Product Marketing, or Investor Relations*

**Venture Capital or Growth Equity:** *Analyst, Principal, Operator-in-residence*

**Money Management:** *Buy-side Technology Analyst, Hedge Fund Technology Analyst*

## TARGET COMPANIES

- Small/mid-sized, technology firms (10-5000 employees); prefer digital media, internet, telecom, emerging tech
- VC/Growth Equity firms that fund tech companies (e.g. First Round Capital, RRE Ventures, Union Square Ventures)
- Money management firms with \$250M to \$10B in Assets Under Management
  
- New York City or Connecticut based

## PROFESSIONAL EXPERIENCE

Digitalics, LLC (Business Advisory)

2010 - Present **Managing Partner**

Steeplechase Networks, Inc.

2008 - 2010 **VP Product and Market Development; acting CFO, co-founder**

Sanders Morris Harris, Inc./SMH Capital

2005 - 2007 **VP, Senior Research Analyst, Technology**

VillEdge Networks, LLC

2003 - 2004 **Interim COO**

BullDog Teleworks, LLC

2002 - 2003 **VP, Market Development (co-founder)**

BlazePhotonics, LLC

2001 - 2002 **Chief Marketing Officer**

Metromedia Fiber Network, Inc./AboveNet, Inc.

1998 - 2001 **Director, Global Product Management**

AT&T

1993 - 1998 **Director-level roles in Product Management, Engineering, Operations**

Bell Laboratories

1982 - 1993 **Supervisory and Technical Staff positions**