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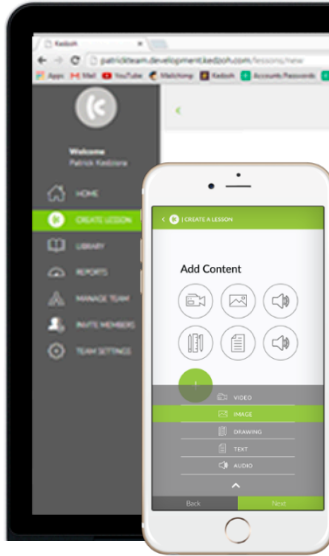
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ENTREPRENEURIAL MOBILE TECHNOLOGY EXECUTIVE

Strategy, Business Development, Operations, Finance, International Expansion



- Technology
- Mobile Applications
- Mobile learning – mLearning
- Teaching, Training
- Software Development
- Product Development
- Project Management
- iPhone and Android platforms
- Strategic Planning
- Business Development
- International Management
- Revenue Growth
- Customer Acquisition & Retention
- Enterprise Sales
- University and Government Sales
- Channel sales and resellers
- Joint Ventures and Alliances
- Senior and Subordinated Debt
- Equity issues and IPOs
- Venture Capital
- Fund Raising
- Valuations
- Entrepreneurship and Innovation
- Startups

PROFESSIONAL EXPERIENCE

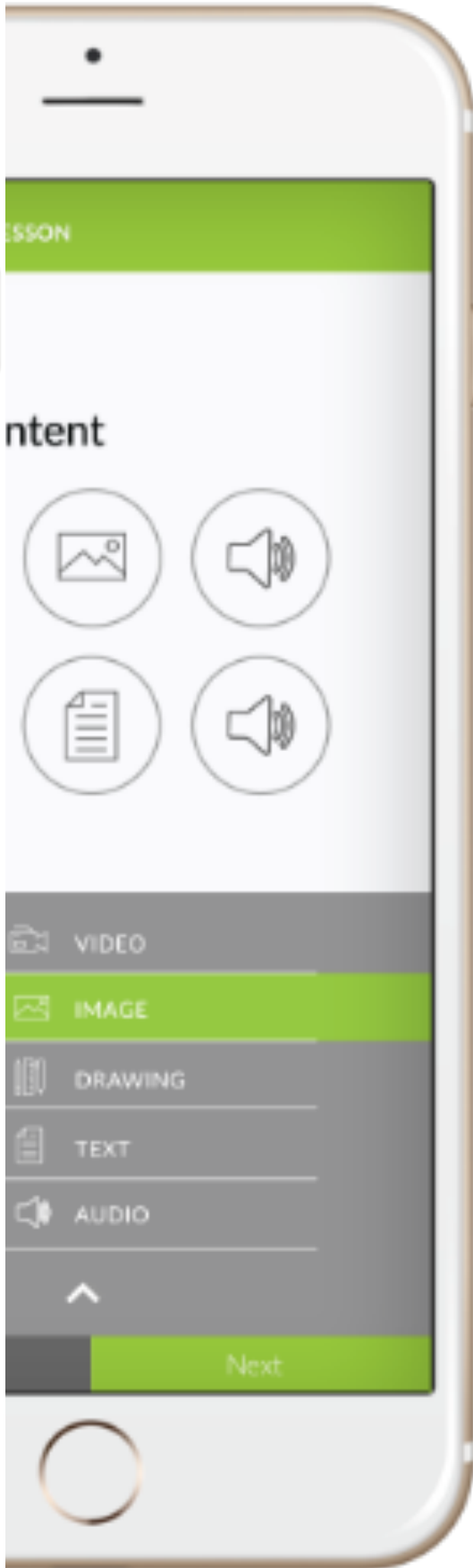
KEDZOH and KEDZOHDENTAL San Francisco, USA; kedzoh.com kedzohdental.com 2011 – Present
Founder and Chief Executive Officer of an enterprise mobile mLearning platform that lets companies train employees on their smartphones and an online training portal for dental lab technicians.

- Won three major innovation awards - Startup Chile, Startup Brazil, and French Tech Ticket
- Bootstrapped company with \$250,000 in equity-free funding.
- Designed an easy to use user interface and scalable back-end.
- Built a global development team: Chile, France, Tunisia, Ukraine, and US.
- Building a moat around KedzohDental with major signed partnerships in digital dentistry.
- Expanding globally selling to large enterprises and to dental labs and dental lab technicians.

BOILINGICE, San Francisco, USA boilingice.com 2002 - Present

Managing Partner of an advisory firm solving operational, strategic and technology challenges of client businesses and helping spread entrepreneurialism throughout the world

- Genesis Corporation: Developed and executed on the US business strategy for this high level financial services, educational, and consulting company.
- Americanet, Bogota, Columbia: Interim CEO for a technology distribution company. *Result*: turned business around and sold business to a new investor group.
- Cisneros Group/Movida Cellular: Team leader on an IT/finance project. Linked databases and created a management KPI dashboard. *Result*: improved pricing and ARPU profitability.
- Professor at EDHEC, ParisTech (Grande École), SupDeWeb and others: Taught undergraduate and MBA classes and workshops in Entrepreneurship, Finance, Fundraising, Digital Marketing and International Sales.



SOUTH FLORIDA HEALTH NETWORK, Miami, FL 2005 - 2007
Chief Financial Officer and Chief Compliance Officer of this mid-sized health care company

- Team leader driving an increase in revenue from \$6 million to \$28 million, operating budget from \$500,000 to \$1,750,000 and staffing from 12 to 23 - in less than 24 months.
- Restructured the finance and compliance departments with new accounting software, recruited and trained staff and designed and implemented new processes and procedures.
- Negotiated with government officials on funding and contracts. Actively contributed to state wide committees charged with streamlining contracting and billing.
- Developed reports and regularly presented to board of directors, funding sources and shareholder

EDUCATION

- Stanford University, School of Engineering, iPhone Programming, 2010
- New York University, Stern School of Business, M.B.A., Finance, 1980
- New York University, B.A., Economics and Political Science, 1978

TECHNOLOGY SKILLS

Project management, Global mobile strategies, UX Design, iPhone and Android programming. Web strategy. Digital Marketing, MS Office power user. Lead corporate and board level seminars on using technology to maximize efficiencies and drive innovation.

LANGUAGES AND CITIZENSHIP

Native English, Native French, Fluent Spanish and Intermediate Portuguese. Dual US and French citizen.

BOARD MEMBERSHIPS

- Massachusetts Institute of Technology (MIT) Enterprise Forum, Board Member, 2003 - 2010
- New York University Alumni Association of South Florida, Founder and Chair, 2002- 2012
- Technology/Financial Executives Networking Group (4,500+ CIO's and 30,000+ CFO's), South Florida Chapters, Chair, 2002 - 2014
- The University of Nottingham, Ningbo China, mentor Global Mentorship Programme Committee, 2015-present
- University of Pennsylvania, Milken Education Business Plan Competition, Judge 2012-2015, 2017-2018
- European Business Angels Network, EBAN – Member, 2018-present

UNIVERSITY TEACHING EXPERIENCE

Taught undergraduate and MBA classes in: Innovation, Entrepreneurship, Startup Fund Raising, Business Models, Digital Marketing, the Future of Work, and Pitch Decks.

Carlos Albizu University, USA; EDHEC, France; Chimie ParisTech (Grande École), France; MediaSchool, France; SupDeWeb, France

Regularly conduct [Entrepreneurship Bootcamp seminars](#)

