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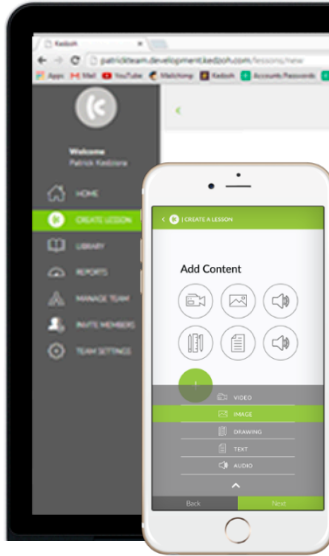
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## ENTREPRENEURIAL TECHNOLOGY EXECUTIVE

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, San Francisco, USA; [kedzoh.com](http://kedzoh.com)

2011 – Present

**Founder and Chief Executive Officer** of an enterprise mobile mLearning platform that lets companies train employees on their smartphones.

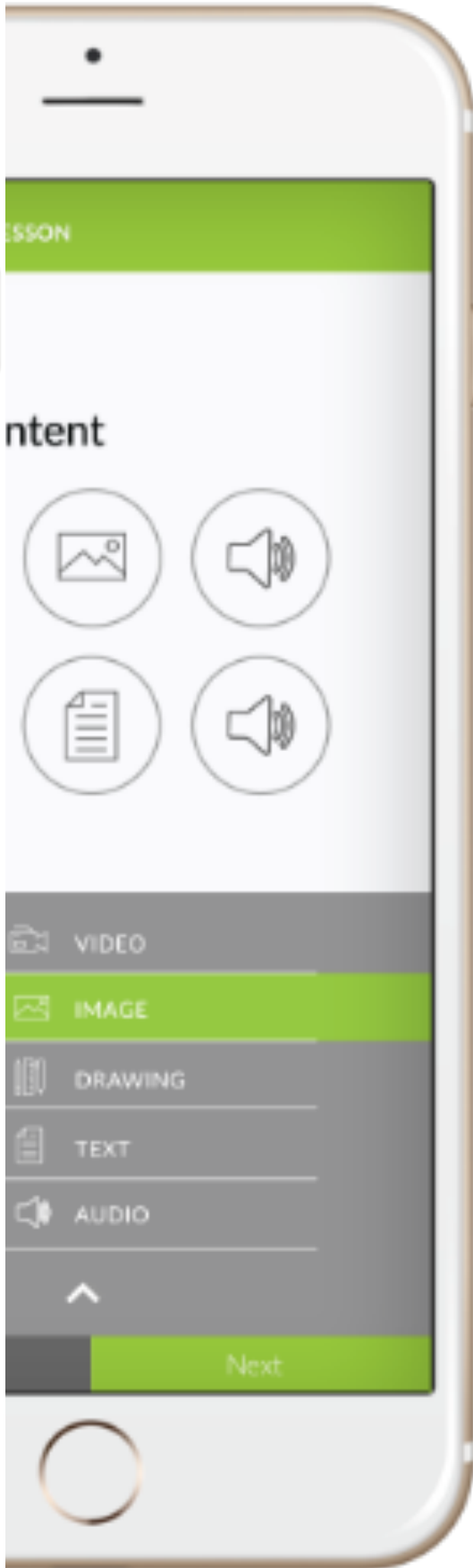
- Won three major innovation awards - Startup Chile, Startup Brazil, and French Tech Ticket.
- Bootstrapped company with \$250,000 in equity-free funding.
- Designed an easy to use user interface and scalable back-end.
- Built a global development team: Chile, France, Tunisia, Ukraine, and US.
- Selling to large enterprises.

BOILINGICE, San Francisco, USA [boilingice.com](http://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

- France, Region of Bordeaux/Nouvelle-Aquitaine: Providing consulting and workshops to startups and scaleups on How to Take Your Business to America and the World.
- Vietnam, Hue University and Hanoi University of Science and Technology: Entrepreneur in Residence advising these two regions on developing their entrepreneurial ecosystem.
- World Bank: Mentor of Mentors for their *Afrique Excelle* project advising VCs and mentors.
- Americanet, Bogota, Columbia: 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 a Data/finance project. Linked databases and created a management KPI dashboard. *Result*: improved pricing and ARPU profitability.
- Regular speaker and panel moderator at business angel and technology conferences: Vox Angels, Moscow – World Business Angels Investment Forum, Istanbul – South Summit, Madrid.



**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 state and local 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 shareholders.

## 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

## SUPER POWER: GET'S THINGS DONE

• **Tech Skills:** Project Management, Managing International Teams, Global Mobile Strategies, UX Design, iOS and Android Programming. Web Strategy. MS Office power user. • **Business Skills:** Leadership, Strategy, Business Development, Operations, Transformation, Finance, Fundraising, IPO, Marketing, Business Development, Sales, International Expansion.

## LANGUAGES AND CITIZENSHIP

Native English, Native French, Fluent Spanish and Intermediate Portuguese. Dual US and EU 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, 2015-2019
- University of Pennsylvania, Milken Education Business Plan Competition, Judge 2012-2015, 2017-2018
- World Business Angel Forum, High Commissioner for France, 2019-2020, President of the Startup Committee
- European Business Angels Network, EBAN – Member, 2018-present
- WyzChef, Singapore – Board Member, 2019-present

## UNIVERSITY TEACHING EXPERIENCE

- Teach undergraduate and MBA classes in: Entrepreneurship, Fundraising and Finance (Financial Analysis, M&A, LBOs).
- EDHEC, SKEMA; Chimie ParisTech (Grande École).
- Regularly conduct [Entrepreneurship Bootcamps](#)

## **INVESTMENT BANKING and CORPORATE FINANCE EXPERIENCE 1981 - 2002**

**CHIEF OPERATING OFFICER AND CFO** **Barington Capital Group**, New York, NY  
An investment bank with over 200 employees focused on early stage companies.

- Full responsibility for all aspects of daily operations including budgeting, human resources, accounting, vendor relationships, IT infrastructure, audited financials and tax returns.
- Worked closely with the Chairman and CEO to define and execute strategy. Actively involved in the identification, selection and acquisition of target companies.
- Acquired control of MusicMaker, Inc. a public company. Responsible for filing 10Q, 10K and other SEC filings. Actively involved in Board meetings and managing shareholder relations.

**MANAGING DIRECTOR** **Kedtech**, New York, NY

A consulting firm focused on early stage companies and the emergence of the Internet. Projects focused on Startup Strategies, Fund Raising and Execution:

- CFO and Co-Founder of FatDrive, a social networking and file sharing web site. Led the fund raising effort, negotiated the legal documentation and closed on \$1 million in funding.
- Retained by YOUpowered, a digital personalization software start-up. Prepared private placement memorandum and successfully raised \$4.5 million.
- CEO and Co-founder of 1-800-Bonbons.com, a national specialty chocolate gift business.

**EXECUTIVE VP/HEAD OF INVESTMENT BANKING** **Brean Murray Securities**, New York, NY  
An investment bank and research firm with over 100 professionals

- Coached the CEO and Head of Engineering of Jabra – *the headset company* - in handling a hostile shareholder meeting, with investors reassured, \$4 million of additional funds raised on a down round. Company acquired by GN Great Nordic.

**SENIOR VP - ACQUISITIONS AND INVESTMENTS** **Intercap Investments**, New York, NY  
An investment fund creating value for high net worth clients in real estate and investments.

- Reorganized department and standardized presentation and analytical methods. Increased productivity by reducing the time to evaluate business opportunities by over 4X.

**EXECUTIVE VICE PRESIDENT – FINANCE** **Solomon Equities**, New York, NY  
One of New York City's largest commercial real estate development firms.

- Senior team member that negotiated with 14 banks to restructure \$1.2 billion in debt.

**MANAGING DIRECTOR - HEAD OF CORPORATE FINANCE** **CBK America**, New York, NY  
\$10 billion Financial Institution – Managed \$250 million fund. Created profitability in 12 months.

**VP - CAPITAL MARKETS** **Samuel Montagu Capital Markets**, New York, NY  
A premier British investment bank – Developed business with Fortune 1,000 companies.

**VP - NEW BUSINESS DEVELOPMENT** **Continental Bank Of Canada**, New York, NY  
One of the top 5 banks in Canada – Banker to KKR and T. Boone Pickens.

**LENDING OFFICER AND CREDIT ANALYST** **Societe Generale**, New York, NY  
A global top 10 bank – One of only three executive management trainees.