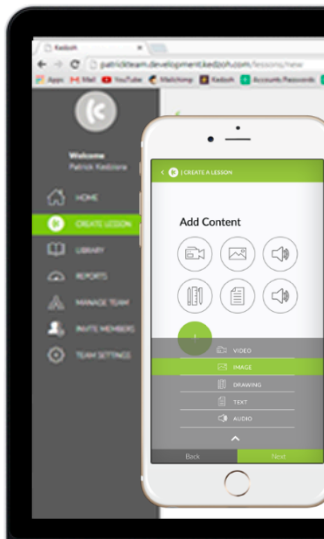


**SERIAL ENTREPRENEUR, BOARD MEMBER,
TECHNOLOGY EXECUTIVE**

Strategy, Business Development, Operations, Fundraising, International Growth



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

PROFESSIONAL EXPERIENCE

BOILINGICE, San Francisco, US; Paris, France boilingice.com 2002 - Present
Managing Partner – advising startups and scaleups to solve operational, strategic, fundraising and technology problems; and helping spread entrepreneurialism throughout the world.

- Barington Capital Group: CFO of this mid-sized investment bank, hedge fund and activist investor.
- Musicmaker: CFO of a public company my activist partners and I acquired control of. 100%+ IRR.
- Raised over \$100 million: Buyouts, VC, and seed funding.
- Managed a \$200 million investment fund.
- Winner of three major entrepreneurship programs: Startup Chile, Startup Brazil, and French Tech.
- Cisneros Group/Movida Cellular: Team leader for a \$35 million mobile phone startup.
- Tunisia/Morocco: Advised/conducted workshops on commercializing IP for 30 universities.
- France, Region of Bordeaux/Nouvelle-Aquitaine: Provided consulting and workshops to startups on How to Take Your Business to America and the World. Result: \$2 million raised.
- Vietnam, Hue University and Hanoi University of Science and Technology: Entrepreneur in Residence advising these two universities 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 in six months and sold the business to a new investor group.
- SF Health Network - Chief Financial Officer and Chief Compliance Officer of this mid-sized healthcare company.
- Regular speaker, moderator, judge and pitching coach at business angel and technology conferences: Vox Angels, Moscow – World Business Angels Investment Forum, Istanbul – South Summit, Madrid – Venture Academy, Nice, France.



ALL ONE ROBOTICS, San Francisco, USA

2019 – 2022

Founder & CEO making farmers more profitable.

- Launched an agricultural robotics PaaS company. Built an R&D team of 12 engineers.
- Prototypes built. Stay tuned!

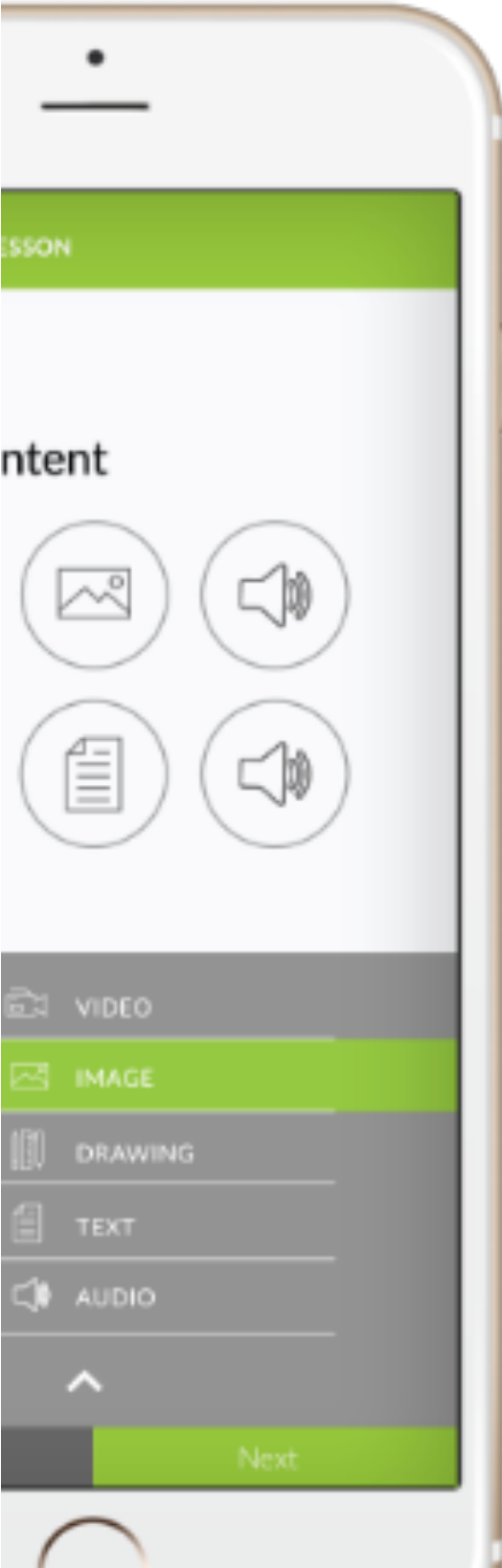


KEDZOH & KEDZOH DENTAL, San Francisco, USA

2011 – 2019

Founder & CEO of an enterprise EdTech platform to train employees on their smartphones.

- 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, Tunisia, Ukraine, and US.
- Developed training content and selling to companies and individuals.



EDUCATION

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

SUPER POWER: GET'S THINGS DONE

- **Tech Skills:** Project Management, Product Development, Managing International Teams, Global 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, Sales, International Expansion.

LANGUAGES

Native English, Native French, Fluent Spanish and Intermediate Portuguese.

BOARD MEMBERSHIPS

- [Done Robotics, Finland](#) – Board Member, 2022 – Present
- [Sophia Business Angels, Nice, France](#) – Board Member, Head of Deal Flow Committee, 2021 - Present
- [European Business Angels Network, EBAN](#) – Member, 2018 - Present
- [Massachusetts Institute of Technology \(MIT\) Enterprise Forum](#), Board Member and Coach, 2003 - Present
- [New York University Alumni Association of South Florida](#), Founder and Chair, 2002 - 2012
- [Technology/Financial Executives Networking Group](#) (4,500+ CIOs and 30,000+ CFOs), South Florida Chapters, Chair, 2002 - 2014
- [The University of Nottingham, Ningbo China](#), Mentor 2015 - 2019
- [University of Pennsylvania](#), Milken Education Business Plan Competition, Judge 2012-2015, 2017 - 2018
- [World Business Angel Forum](#), High Commissioner, France, 2019 - 2020, President of the Startup Committee
- [WyzChef, Singapore](#) – Board Member, 2019 – 2020

UNIVERSITY TEACHING EXPERIENCE

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