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VICE PRESIDENT • DIRECTOR

M&A ~ Business Development ~ Global Strategic Partnerships ~ Product Development ~ Diversification

Strategic and innovative executive who has a unique ability to create a vision, and then leverage practical operations experience to build new businesses. Uses leadership skills, business acumen, and technical understanding to get things done and deliver profitable results.

Career Highlights

- ✓ Completed seven M&A deals with aggregate value of \$1.15B
- ✓ Led development of technology that positioned *confidential* company for its sale
- ✓ Built a diversified business for *confidential* company from scratch
- ✓ Won *confidential* company’s first major business outside of core *confidential* market
- ✓ Co-invented a security technology for what is now used internationally in *confidential* industry.

Business Diversification	Multi-Year Royalties	Restructuring
Contract Negotiations	P&L Responsibility	Revenue Growth
Customer / Vendor Relations	Patent Licensing / Litigation	Salesforce Implementation
Due Diligence	Post-Acquisition Integration	Stable Run Rates
Investment / M&A	Product Licensing	Team Leadership
Market Research / Market Entry	Product Strategies / Positioning	Technology Gaps

Selected Industry Experience

Cellphone Camera Imaging Technologies, Consumer Devices, Digital Healthcare, Networks, Hard Disc Drives (HDD), Internet of Things (IoT), Music, Patent Licensing, Security Technology, Semiconductors, Smart Phones, Ultra-low Power Wearables, Virtual Reality

International Experience

Total of 50+ countries. Fluent Italian, basic French and German.

Confidential Company *Digital health* 2015 – 2022

DIRECTOR OF BUSINESS DEVELOPMENT

Hired to develop and execute a vision and strategies to position company in the *confidential* space for consumer devices.

- Initiated and led \$190M acquisition of *confidential* company, leader in *confidential* industry.
 - Built and maintained landscape of *confidential* companies for partnerships, acquisition and investment.
 - Created selection criteria and screened 134 potential M&A targets. Developed strategies and initial approach, and managed leadership and transaction teams.
- Developed product strategy to create apps for consumers to manage their *confidential* goals.
- Won strategic deal with *confidential* company to jointly launch *confidential* technology.
- Grew *confidential* business to represent more than 75% of the division’s new business revenue.

Tools for Transition Sample Resume

Confidential Company

Startup with technologies for Internet of Things

2012 – 2015

VICE PRESIDENT, Business Development

Led development of technology that positioned company for its sale to *confidential* industry leader. Member of core acquisition team.

- Defined and led development of low-power solutions for wearable devices.
- Developed product and market potential that were key factors in the subsequent purchase of the company.
- Product is still featured in the product portfolio for the company that initiated the acquisition.

Confidential Company

Licensing technology and intellectual property

2005 – 2012

VICE PRESIDENT, Corporate Development and General Manager

Built the company's Imaging and Media Division from scratch as a diversification to core business. Managed staff of 12 direct reports, 115 indirect reports, plus teams of 10 – 20 for M&A deals. Grew the business to achieve a stable run rate.

- Diversified business now represents 40% of total revenue.
- Anticipated shift from one technology to another and acquired 25% of the *confidential* market.
- Closed and integrated four M&As in U.S., Germany and France to fill in technology gaps and competencies.
- Served as General Manager with full P&L responsibility for the four acquired companies.
- Improved employee morale post-merger, stabilized workforce, and developed leadership team that is still in place.
- Strengthened customer relationship with *confidential* company which is now the company's #1 customer.

Early Career

DIRECTOR, Worldwide Business Development

Confidential Company

Product and Market Segment Manager

Confidential Company, U.K. and U.S.

- Won *confidential* company's first major business outside of core *confidential* market.
- Member of team that closed \$875M acquisition of *confidential* company.
- Co-invented technology for production of digital content that is now standards in the *confidential* industry.
- Led entry into new *confidential* market. Secured initial partnerships and drove internal product development.

Education • Professional Training

Confidential University, Germany

B.S. Electrical Engineering

Confidential University

Five Course Certifications | Python Programming

Confidential College

Post-Graduate Diploma in Marketing