

Head of Capital Formation

San Francisco, CA USA

SUMMARY:

Extensive experience in capital formation, investor relations, and operations for institutional asset management firms for over 23 years with an emphasis in alternative investments including venture capital, private equity, hedge funds, long-biased public equity, real estate and credit. Focused efforts in business launch, growth, scaling, and turnaround efforts.

Manage domestic and international limited partner relationships and their institutional consultants across various equity capital markets including family offices, foundation and endowment plans, public pension, corporate, Taft-Hartley, insurance & sub-advisory, OCIO, RIA and private banks.

EXPERIENCE:

Confidential (San Francisco, CA)

2020-Present

Partner, Global Head of Capital Formation

~\$300 million technology late-stage VC fund (AI + Big Data, Cybersecurity, Cloud Tech, Enterprise SaaS)

- Manage all non-investment related efforts, business development and investor relations
- International distribution and IR efforts focused in the U.S., Europe, Taiwan, South Korea, LATAM and MENA
- Notable investments: Palantir, SoFi, Automation Anywhere, Convoy, Cyberreason, GrubMarket, Snyk

Confidential (San Francisco, CA)

2018-2020

Managing Director, Global Head of Institutional Distribution

~\$70 billion global asset manager (long-biased public equity & credit) (acquired by Macquarie Group in 2020)

- Provided leadership and innovative strategic direction for global distribution efforts
- Ensured systems and controls were in place to enable distribution teams to meet risk, financial, regulatory and legal requirements
- Helped restructure and develop talent in all channels of distribution, research, product and marketing
- International distribution efforts focused in the U.S., Canada and Europe
- Distribution efforts exceeded \$22 billion over tenure

Confidential (San Francisco, CA)

2015-2017

Managing Partner, Chief Operating Officer

~\$400 million long/short TMT hedge fund (spin-out of Crosslink Capital)

- Managed all non-investment related efforts, business development and investor relations
- Orchestrated and managed the spin-out from Crosslink Capital by establishing and maintaining all onshore and offshore relationships including prime brokers, custodians, tax, audit and technology
- International distribution efforts focused in the U.S., Europe, South Korea, LATAM and MENA

Confidential (San Francisco, CA)

2008-2014

Partner, Global Head of Capital Formation

Acting Chief Operating Officer

~\$50 billion asset manager (long-biased public equity & credit)

- Acting Chief Operating Officer to lead the integration of multiple new systems to improve the firm's efficiency; FactSet, Charles River Trading & Order Management, Salesforce, Access Data SalesVision
- Placed \$14 billion and grew the firm's assets under management from \$1 billion to \$15 billion
- Refined the firm's product suite, overhauled the firm's brand and launched UCITS business
- International distribution efforts focused in the U.S., Japan, Europe and MENA

WELLS FARGO ASSET MANAGEMENT GROUP (San Francisco, CA)

2002-2008

Vice President, Institutional Consultant Relations

- Managed all tiers of relationships with institutional consulting firms and intermediary distribution platforms throughout the U.S. and Canada
- Placed over \$20 billion in public equity, credit, hedge funds and liquidity pooled investment vehicles

OFFROAD CAPITAL CORPORATION (San Francisco, CA)

1999-2001

Associate, Equity Capital Markets

~\$250 million closed in early-stage TMT venture placements (acquired by NYPPEX Private Markets in 2001)

- Responsible for deal origination and capital formation with strategic institutional investors
- Notable investments: Kivera, Pay by Touch, Hush Communications, Amazing Mail
- Distribution efforts primarily focused in the U.S., Europe and Israel

**PERSONAL
ACHIEVEMENTS:**

1999 NCAA Track & Field All-American: Decathlon

1999 Recipient of the University of Tennessee Coaches Most Dedicated Athlete & Ironman awards

EDUCATION:

UNIVERSITY OF TENNESSEE (Knoxville, TN – Athletic Transfer)

1997-1999

Bachelor of Arts Degree: Sociology

UNIVERSITY OF COLORADO (Boulder, CO)

1994-1997

THE LAWRENCEVILLE SCHOOL (Lawrenceville, NJ - Preparatory School)

1990-1994

**PROFESSIONAL
LICENSES:**

FINRA Series 7, 63