

ROBERT P. GUYTON, JR.

Cleantech Executive | Capital Strategist | Company Builder

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PROFESSIONAL SUMMARY

Rob Guyton is a proven cleantech executive, capital raise strategist, and company builder with over 25+ years of experience driving growth, investment, and M&A outcomes across the U.S., U.K., and global markets. He has raised over \$250 million in private capital, led \$2.5B+ in M&A and public offerings, and built high-value ventures in battery storage, energy, and fintech. Rob has repeatedly delivered strong exits and strategic partnerships with global names including Microsoft, Lockheed Martin, Yahoo, and Oracle.

SELECT EXPERIENCE

Encell Technology – Founder & Executive Chairman

Built global energy storage platform; raised \$70M+; led strategic pilots with Lockheed Martin and Google.

Inktomi Corporation – Co-Founder, VP Business Development

Drove commercial success of UC Berkeley spinout; signed foundational deals with Yahoo, Microsoft, AOL, NTT; exited at \$25B+ valuation.

Monarch Capital Partners – Managing Partner

Raised \$30M early-stage VC fund; invested in Endeca (sold to Oracle for \$1.1B).

Trilogy Capital – Principal

Led M&A roll-up in national revenue cycle business; raised \$75M+ in equity and debt.

Lehman Brothers and Robinson-Humphrey – Financial Analyst, Associate, Vice President

Executed M&A, IPO, and private placement mandates — expert in company valuations.

EDUCATION

MBA, Harvard Business School

BS, Washington & Lee University

BOARDS & AFFILIATIONS

Board member or advisor to 15+ organizations across Cleantech, Fintech, Infrastructure, SaaS and Nonprofit sectors.