

**INNOVATIVE
GROWTH LEADER****CREATIVE PROBLEM
SOLVER****ACCOUNTABLE
TEAM BUILDER**

Strategic, hands-on executive with a unique blend of leadership experience in both high-growth startups and mature businesses. Proven track record of driving growth, unlocking enterprise value, and delivering results in capital-intensive and innovation-driven industries. Deep fundraising and investment expertise as both an operator and venture capitalist. Respected for building accountable, high-performing teams, empowering leaders, and fostering a culture of ownership and execution.

AREAS OF EXPERTISE

Strategy • Fundraising • Commercialization • Deal Execution • Operations • Team Leadership • Startup Growth

KEY ACCOMPLISHMENTS

STRATEGIC ANALYSIS AND BUSINESS PLANNING

- Directed strategic planning and investor readiness efforts that supported successful financings across multiple companies, including Inktomi Corporation, Convergent Resources, Inc., Monarch Capital Partners L.P., and Encell Technology, Inc.
- Identified unmet customer needs and led data-driven market analysis, competitive assessment, and strategic planning at Inktomi, contributing to the company's early growth trajectory and eventual IPO.
- Evaluated market dynamics to support a successful private equity-backed roll-up in the fragmented accounts receivable management sector.

GO-TO-MARKET/COMMERCIALIZATION

- Directed cross-border negotiations and signed strategic agreements totaling over \$200M in potential commercial value, including partnerships with Microsoft, NTT, and AOL at Inktomi, and global distribution and supply deals at Encell.
- Built international sales channels across the Americas, EMEA, APAC, and LATAM — growing Encell's contracted sales pipeline from zero to \$50M+.
- Commercialized multiple products and secured high-value customer agreements, driving revenue at Inktomi and establishing global partnerships at Encell.

CORPORATE FINANCE EXPERTISE

- Raised over \$250 million in capital for startups and growth-stage companies, advised on \$500 million in public equity offerings as an investment banker, and closed M&A transactions totaling \$1+ billion in aggregate deal value.
- Secured \$75 million of private capital for Convergent Resources, a company formed to merge and consolidate three competitors in the first phase of an industry consolidation strategy.
- Organized and executed fund raising campaigns resulting in \$15, \$30, and \$55 million of private capital investment in Inktomi, Monarch, and Encell, respectively.

PEOPLE-FOCUSED AND TEAM-DRIVEN LEADERSHIP

- Recruited and retained top talent having hired over 300 associates at Inktomi, Monarch and Encell.
 - Established clear and consistent objectives, values, and culture by initiating and leading development of corporate Vision, Mission, and Core Values Statements for Inktomi, Monarch and Encell.
 - Coordinated development and implementation of team-centric, measurable objectives along with associated incentive compensation benefits for associates of Inktomi, Monarch and Encell.
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PROFESSIONAL EXPERIENCE

ENCELL TECHNOLOGY, INC., Alachua, FL

2007 - Present

Founder and Executive Chairman

- Led complex commercial negotiations and structuring for multi-MWh stationary storage projects, including with ABM, Southern California Edison, and the U.S. General Services Administration.
- Developed and modeled Energy-as-a-Service (EAAS) offerings tailored to CFOs and institutional buyers, highlighting ROI vs. utility pricing through PPA-style comparisons.
- Partnered with EPCs, Southern California Edison, local fire departments, and California's Self-Generation Incentive Program (SGIP) to deploy 1.6 MWh and 2.9 MWh grid-tied, behind-the-meter battery energy storage systems (BESS) for peak shaving at the Glenn Anderson and Ronald Reagan Federal Buildings.

MONARCH CAPITAL PARTNERS, Atlanta, GA

1998 - 2007

Managing Partner

- Secured \$30 million in committed capital; recruited and supervised 10 investment professionals targeting investments in early-stage technology companies.
- Oversaw investments in 10 portfolio companies achieving a competitive IRR on invested capital.
- Served on the Board of Directors for five portfolio companies.

TRILOGY CAPITAL PARTNERS, Menlo Park, CA

1997 - 1998

Principal

- Led strategy and capital formation for Convergent Resources, a national platform in receivables management and revenue cycle services; structured the initial business plan and secured \$75 million in equity and debt financing from CGW Southeast Partners and co-investors.
- Played a central role in launching the platform, which pursued acquisitions of outsourced collections and claims management providers serving telecom, utilities, and financial services sectors.
- Earned carried-interest-style equity in recognition of early-stage deal origination and leadership in financing strategy.

INKTOMI CORPORATION, San Mateo, CA

1995 - 1997

Vice President, Business Development

- Co-founded a scalable search venture that merged with a DARPA-backed UC Berkeley project to form Inktomi — shaped early strategy and directed the commercial rollout.
- Spearheaded negotiation and execution of strategic agreements with Microsoft, NTT, Yahoo, AOL, BellSouth, and Wired — forming the foundation for the company's initial revenue base.
- Raised \$5 million in seed capital and \$10 million in follow-on funding from Oak Investment Partners.

THE ROBINSON-HUMPHREY COMPANY, Atlanta, GA

1993 - 1995

Associate & Vice President, Corporate Finance

- Promoted to Vice President; executed \$500M+ in M&A and capital raises across energy, healthcare, and tech.

LEHMAN BROTHERS, New York, NY

1989 - 1991

Financial Analyst & Associate, Mergers & Acquisitions

- Promoted to Associate; supported cross-border and domestic M&A transactions, including valuation, modeling, and diligence.

EDUCATION

HARVARD GRADUATE SCHOOL OF BUSINESS ADMINISTRATION | MBA, Boston, MA, 1993

WASHINGTON AND LEE UNIVERSITY | BSc in Business Administration, Lexington, VA, 1989

BOARD AFFILIATIONS

Corporate Directorships	Years	Advisory Boards	Years
Encell Technology, Inc.	2007 - Present	Servato Corporation	2014 - Present
Enrev Corporation	1998 - 2007	The Carter Center	1998 - 2000
Harbor Payments, Inc.	1999 - 2004	The Williams School of Commerce	1999 - 2004
