

## ROBERT P. GUYTON, JR.

*Fractional CEO | Capital Raise Strategist | Cleantech & Fintech Builder | Harvard MBA*

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### IMMEDIATE VALUE

- Raised \$250M+ in private capital
- Closed \$2.5B+ in M&A and public offerings
- Signed \$200M+ in strategic deals (Microsoft, NTT, AOL, Yahoo)
- Built sales pipelines from \$0 to \$50M+
- Founded and led Cleantech + Fintech ventures with global reach

### ENGAGEMENT TYPES

- Expert Network Calls (VC diligence, M&A, Energy, Cleantech, Valuation, Capital Markets)
- Fractional or Interim Executive Work (CEO, CFO, Capital Raise Lead, Commercial Strategist)
- Retained Strategic Projects (Fundraising sprint, GTM, M&A targeting, investor prep)
- Due Diligence + Advisory for PE / VC / CVC teams

### DOMAIN STRENGTHS

- Deeptech Commercialization (AI, Battery/Storage, Software, Fintech)
- Capital Strategy (Seed → Growth → Exit, VC/PE-backed)
- Valuation + Interim CFO Expertise (financial modeling, pro formas, fundraising prep, board-ready decks)
- Cross-Border Deal Execution (APAC, EMEA, LATAM)
- Technical Fluency: Built AI trading + simulation tools (Python, Streamlit, Unity); ML + analytics fluency

### SELECTED HIGHLIGHTS

- **Encell Technology** – Founder & Executive Chairman  
Raised \$70M+; led pilots with Google, Lockheed Martin; scaled sales, engineering, and manufacturing.
- **Inktomi Corporation** – Co-Founder, VP Business Development  
Merged UC Berkeley tech into commercial search startup; foundational deals with Microsoft, Yahoo, AOL, NTT; went public with \$25B+ peak valuation.
- **Monarch Capital Partners** – Managing Partner  
Raised \$30M VC fund; led early investment in Endeca (sold to Oracle for \$1.1B).
- **Trilogy Capital** – Principal  
Built national M&A roll-up in revenue cycle management; 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 & BOARDS

- **MBA, Harvard Business School**
- **BS, Washington & Lee University**
- **15+ Boards** — including Cleantech, Fintech, Infra, and Nonprofit leadership

**Availability:** Immediate

**Location:** U.S.-based, flexible across time zones

**Rates:** Market for expert calls, fractional CXO, or project-based retainers