

PERSONAL DATA

Name & Address

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Key Terms: Venture Capital, Corporate Development, Private Equity, Entrepreneurship, start-ups, Board Member, Mobile Industry, Wireless, International Marketing, Business Development, M&A, Internet, Digital Media, Retail and Marketing, Key Note Speaker.

SUMMARY

- Executive with over 25 years' experience in the Venture Capital, Private Equity, Board Member, Corporate Development, M&A, International Business Development, Retail and High-Tech ventures.
- Identified, negotiated and worked with key technology and investment partners.
- Negotiated partnerships and technology licensing agreements as well as M&A
- Managed large multi-disciplined teams and strategic projects, including offshore product development in Latin America, India, Asia and Europe.
- Hands-on Leadership roles at VC backed Start-ups in domestic and International markets.
- Proven track record in launching new products and services in enterprise and consumer markets globally and generating new revenue and profits.
- Strong ties and experience in USA, Europe and Latin America
- Co-founded four start-ups with successful Exits or still in operation
- Raised over \$60 million in Venture Capital
- Large network of Venture Capitalist in Europe and The Americas
- Large network of Corporate Venture funds

EXPERIENCE

- 11/2021 – Present **DIGITAL TWINS CAPITAL** (Venture Capital in formation)
Sunnyvale, California
Co-Founder and General Partner
-Global early-stage Venture Fund in formation
- 1/2006 – present **Ecosystem Ventures LLC (Personal Angel Fund)**
Saratoga, California
General Partner
-Investment in over **40** European and US based start-ups
-Support high-tech start-ups to develop business plans, negotiate contracts & business relationships, M&A, Sales, as well as support in Fundraising activities.
-Advisory services to European and US based companies wanting to do business in USA, Asia, Latin America & Europe.
-Provide business development to portfolio companies
-Top quartile performance with 45% ROI and 14x cash on cash.

- 1/2016 – 11/2021 **ALPANA I & II Ventures (Venture Capital)**
 Geneva, Switzerland and San Mateo, California
Co-Founder and General Partner
 -Source start-up companies in early stages
 -Manage Fund strategy and investment decisions
 -Support portfolio companies with strategy, business development
 -Network with the VC and Corporate ecosystem
 -Interact and source of LP network
 -Support EU start-ups entering the USA market
- 9/2017 – 5/2018 **STANLEY BLACK & DECKER VENTURES**
 San Francisco (USA), Frankfurt (Germany)
Sr. Investment Manager
 -Set up Corporate Fund for Europe
 -Evangelized Stanley Ventures
 -Networked
 -Made first investment for Stanley Ventures Europe
- 11/2009 – 12/2011 **Playspan Inc (Virtual Goods and Internet Micropayment)**
Acquired by VISA International in 2011
 Sunnyvale – California
CO-FOUNDER & VP Business & Corporate Development
 -Co-founded company from inception
 -Helped raise over \$46 million in Venture Capital
 -Acquired first few customers via Partnerships
 -Created and implemented Marketing Plan
 -Supported two M&A deals
 -Investors included Softbank, Menlo Ventures, STIC, Easton Capital
- 11/2005 – 9/2009 **Golden Gate Capital (Private Equity Fund)**
Project: Vistec AG
 Germany/New York/San Francisco
Senior Director Business Development & Sourcing EU
 -Responsible for all Partnerships (Licensing, OEM, Co-Marketing)
 -Evaluated multiple M&A deals
 -Acquired IBM Lithography IP portfolio
 -Business Development in new markets like India and Middle East
 -Responsible for analysing multiple potential M&A deals
 -Supported VP of Sales at EU acquisitions
- 8/2001 – 11/2005 **SVOX AG**
Acquired by NUANCE Inc. in 2011
 Zürich-Switzerland/Silicon Valley-California
CO-FOUNDER, VP Marketing and Business Development
 -Founding member. Helped raise two rounds of Venture Capital funding
 -Negotiated and completed strategic partnerships and OEMs
 -Responsible for all Marketing functions (Product and Public Relations)
 -Developed and led the company's efforts into the embedded speech markets such as automotive and mobile devices
 -Company is today global market leader in certain industries

9/1998 - 5/2001

Lucent Technologies, Wireless Broadband Division

Milpitas, California

LATIN AMERICAN & EUROPEAN Sr. MARKETS MANAGER

- Launched new Wireless Products in these two markets
- Developed most successful markets within Division
- Responsible for PR, Pricing, Marketing Strategy, Contracts, Pre- & Post-sales support, Customer presentations
- Conducted Business Development in these two regions

EDUCATION

UNIVERSITY OF CALIFORNIA AT BERKELEY

Venture Capital Program

UNIVERSITY OF SAN FRANCISCO

California-San Francisco

MBA in Telecommunications & International Marketing

UNIVERSITY OF SAN FRANCISCO

California-San Francisco

B.S Business Administration in Finance & Marketing

LANGUAGES

Fluent in English, German, Spanish

Proficient in French and Portuguese

Lived two or more years in each of the following countries:

Hong-Kong, Chile, Switzerland and USA

TECHNICAL SKILLS

Most widely used computer software packages

ADDITIONAL

1998: **WORLD ECONOMIC FORUM** (AVC Inc. (startup acquired by USWeb) -Boston – VP Marketing.

<https://juliaflynn-siler.com/articles/transparency-eludes-founder-of-davos-forum-line-between-elite-group-and-personal-ventures-is-sometimes-blurry>

EXPERIENCE

UNION BANK OF SWITZERLAND/CREDIT SUISSE BANK

REFERENCES

Furnished upon request