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Summary

- Broad experience in Bus Dev, Sales/Marketing, Contracts, Outreach, Training and Start ups
- Strong leadership, org & ops, contractual negotiation and relationship management skills
- Background in MFG, IT, SW, HW, DOD, SaaS, Aviation, Robotics, VC and Food/Agriculture/AGTech

Experience



Director, Center of Entrepreneurship

California State University, Chico

May 2020 - Present (3 years 1 month)

Team member BlueTech Valley PUC grant - focus is clean water, energy and agTech with Fresno State.

Team member CEMUR NSF grant - focus is STEM and entrepreneurship with CSUC COB+COE.

Team member FINESSE ERC grant - focus is haptics/robotics and entrepreneurship with Northwestern, Texas A+M, Florida A+M and Carnegie Mellon.

Team member Every Kid Outdoors w/ US Forest Service - focus is interns, content, community engagement, etc. on environmental and resilience based topics.



Executive Director

Chicostart

Jan 2020 - Present (3 years 5 months)

Chicostart is the center of the startup and small business ecosystem for the North State. Covering 15 counties, we exist to remove the barriers for startups and small businesses to thrive. We have created an ecosystem that networks the resources, support and technical assistance to help business. As central liaison for this regional ecosystem, we connect them to industry, funding, agency, education, makerspaces, workforce development, grants, mentoring, events and more. We host a startup incubator, coworking space and drive industry-to-industry partnerships for economic development. We help you START, GROW AND THRIVE!



Startups/Bus+Econ Dev/Ind-to-Ind Partnerships - Tech, CleanTech, WaterTech, Energy, AGTech, etc.

Chicostart

Jan 2018 - Present (5 years 5 months)

Driving outreach in NorCal for Clean Energy, WaterTech, IT, CommTech, FireTech and Ag/WasteTech industry sectors to the intersections of innovation and interconnectedness thru uncommon and creative outreach, partnering and projects in AI, robotics, nano and monitoring technologies, sensors, data analytics, rural internet access, security, biowaste products/services and sustainability in all of Northern California. Additionally, leading innovative partnering projects for CA GO-Biz iHubs IVP Grant for

the DOD in Northern California. We support all manner of displaced and affected businesses from CampFire in all of Butte County. Driving for inclusion for our rural community as well.



Delegate GoBIZ/iHub Far North Director

California Governor's Office of Business and Economic Development (GO-Biz)

Jan 2018 - Present (5 years 5 months)



Regional Advisor

NorCal SBDC Special Programs

Apr 2020 - Jun 2021 (1 year 3 months)



VP, Partner Consulting

VC + Consulting Firm

Jan 2016 - Jan 2020 (4 years 1 month)

Contracted executive managing contractual relationships w/ partners, accounts, research and best practices for transportation, aerospace, energy, consumer goods, economic development and agriculture/AGTech. Contributing to development of strategy, ops, bus dev, marketing, and sales; influencing operations and logistics development and awareness. Also doing management of multiple ranches in Northern California and Arizona.



Chief Executive Programs

Vouch (FinTech + IT StartUp)

Aug 2014 - Sep 2015 (1 year 2 months)

Responsible for programs as part of Executive/Founders Team, Key Partnerships, Board Members, Advisors and Investors. Management of startup ops including but not limited to events surrounding financings and management of key partnerships, marcom, HR, etc.. Actively contributed to go-to-market, cust service and operations side of SaaS w/ compliance, verification, best practices and execution of product. Vouch is the first social network for credit - progressing the individual and the community by providing access to/unleashing financial power and by pioneering trust/community based products to the financial services industry and for the individuals that need it.



Director, Business Development

Viking Air Limited

2008 - 2014 (6 years)

Responsible for contributing \$20M+ and managing \$170M in global customer facing programs. Drove deliverables focusing on high profile customers; partners (Service Centers/Component and Distribution Centers) and markets (commercial/civilian/govt, oil/gas and agriculture) and upsell of end-to-end solutions (training/maintenance, etc). Responsible for contracts, vendors, completions, modifications, account management, marcom, SaaS and training packages and related to those customers. Managed remote teams. Viking is a first tier original equipment manufacturer (OEM) specializing in de Havilland aircraft products. Viking is the type certificate holder for the DHC-2 Beaver, DHC-2T Turbo Beaver, DHC-3 Otter, DHC-6 Twin Otter, DHC-4 Caribou, DHC-5 Buffalo and DHC-7 Dash 7 aircraft.



Sr. Director, Business Development

Aircraft Technical Publishers (SaaS/IT)

2004 - 2008 (4 years)

Responsible for \$45M+ of aircraft maintenance/regulatory SaaS and go-to-market strategy. Managed teams responsible for OEM's/FBO's/military/oil+gas and agriculture for sales, bus dev and strategic alliances (i.e. Honeywell, UTC/PWC, Gen Dyn; BP; AgCat;John Deere); creating outsourcing initiatives (i.e. Piaggio, Viking, Socata); new service solutions selling/revenue generating projects (i.e. Lycoming, Sikorsky); Top 10 revenue generating Sales accounts (i.e. Trans Canada, FSI); Enterprise/Network solutions (i.e. Gulfstream, Raytheon), regulatory and compliance (FAA/EASA/US Mil) Managed the logistics, legal, communications, account and project management functions involved in support of these initiatives. Experience w/ ISO/TUV quality management/auditing as well as regulatory issues (Export Controls)and regulatory bodies - FAA, Transport Canada, EASA, USDA and other NAA's. General aviation content delivery/software company. Received "100% Sales Club" Awards for (3) years in a row.



VP, Marketing

Deep Ocean Engineering, Inc.

2000 - 2003 (3 years)

Responsible for global teams supporting market deployment strategy – design, implementation and management of branding, customer intelligence and solutions selling, marketing, collateral and advertising. Managed multiple teams - Customer Service, Field Service, Training and Marketing Teams. LOB's were - Military, Govt, Utilities, Science, Oil/Gas/Energy and Insurance related industries. (Bechtel, Army Corp of Engineers, FBI, DEA, DOD, Nuclear, BP, Woods Hole Institute, Scripps, MBARI, etc.) All aspects of contract management. Selected and managed outside agencies. Support ISO, QA and regulatory activities. Remote underwater robotic operational vehicle manufacturer.



Director, Bus Dev 3Com Ventures

3Com

1998 - 2000 (2 years)

Responsible for support of worldwide company M&A initiatives in licensing, joint partner development or acquisition of developing technologies for 3COM. All aspects of due diligence, risk assessment, strategic recommendations and M&A. Deals included USWeb/CKS (\$150M), EuPhonics, Juniper Networks, Motorola, Digital Interiors and Microsoft. All aspects of due diligence, contracts development, negotiation, administration and management. Received "MVP Excellence in Achievement" Award for \$150M partnership deal with Microsoft.



Director, Account Management, WWFO

Microsoft

1996 - 1998 (2 years)



Director, Developer Relations

NVIDIA

1995 - 1996 (1 year)



Product Mgr

3DO (StartUp - HW/SW/Games)

1991 - 1995 (4 years)

Skills

Strategy • Business Development • Leadership • Project Management • Strategic Planning • Management • CRM • Business Strategy • Strategic Partnerships • Program Management