

Josh Seegopaul

Experienced Leader & M&A Professional

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Proven track-record of action-oriented Executive Leadership and efficient, ethical M&A execution:

- Demonstrated Ability to Close: Sourced and executed over \$1.5 Billion of control equity investments
- Global Team Leadership: Experienced in SME's up to Board-level roles in 60,000+ FTE environments
- Business-Building Background: End-to-end strategy, set-up and execution of outlier growth playbooks
- Mission-Driven Partner: Collaborative and human-centered approach to building teams and culture

Experience

Managing Partner, Private Equity M&A (2023 to Present)

SME-focused Private Markets Investor, Diligence Partner.

Strategic Partnerships Director, Devoted (2021 to 2023)

Led data-focused B2B sales execution for hyper-growth \$10B+ Payor-Provider. Delivered structure and exceeded budget goals via scalable (team) playbook development and execution. 2,000+ FTE.

Chief Operating Officer, EnterMedicare (2019 to 2021)

Led nimble 0-to-1 operations, growth, HR, product, B2B sales, legal. Strong SaaS commercialization traction led to exit in 2021. 12 FTE.

CEO & Co-Founder, Carpe (2016 to 2019)

Built profitable content operation, tech-enabled Services product. Led and hired team to deploy innovative digital solution focused on customer outcomes. Owned and led monetization strategy including finance partnerships. 6 FTE and 10+ Global Contractors.

Managing Director and Investment Committee Member WL Ross | Invesco Private Capital (2006 to 2015)

End-to-end deal leadership and hands-on Operating Partner during post-close Value Creation work (~90% of time). Highly successful track record in B2B Services, Financial Services and Real Estate includes sourcing, execution and rigorous business building across \$10 million to \$1 billion deals. Largest transaction in B2B Services space as Lead Principal and Lead Board Director grew EBITDA 5x to about \$225 million over six-year holding period via organic and inorganic growth. Led critical functions at various Portfolio Companies – driving P&L via Operational Excellence, Strategy, Talent and Technology. Promoted 5 times over a nine-year period.

Associate Director, UBS Special Situations (2002 to 2006)

Desk analyst and portfolio acquisition for complex investments.

Education Background

- New York University
- Finance and Accounting
- Class of 2002

Community and Volunteering

- SMMUSD (School) District Advisory Committee
- Worksource Volunteer Teacher (LinkedIn class)
- iMentor Executive Council

Prior Board of Directors Positions

- Homeward (Private)
- Eurobank (Public, Greece)
- HFA (Public, Australia)
- Berkeley Point (Private)
- Situs Real Estate (Private)
- CMC (Private)
- Sun National (Public)