

WORK EXPERIENCE

M&A Strategy Consultant

Managing Director | Microtech Ventures | Birmingham, MI | 6/2017 to present

- Lead strategy and corporate development consulting projects for companies with unique microtechnology in the automotive, microfabrication, and medical segments
- Primary member in the firm responsible for new business development activity
- Successfully led and completed (8) eight M&A projects, in the \$10m to \$100m acquisition range for both public and private companies; projects included financial analysis, confidential information memorandum (CIM) development, valuation analysis, technology integration evaluation, strategic synergies assessments, SWOT analysis, terms negotiation, due diligence management, agreement facilitation, and the closing process
- Conducted (9) nine strategic growth and innovation client initiatives, assisting with market positioning

Startup Executive and Inventor

Co-Founder & CEO | Arborlight | Ann Arbor, MI | 10/2011 to 4/2016

- Spun out an opto-electronics technology from the University of Michigan, became one of the main inventors of the core technology, productized, manufactured, branded, and sold a patented product, that was successfully acquired
- Trained in the Lean Start-Up method through the NSF-iCORPS program by Steve Blank at Stanford University
- Conducted ideation sessions to identify product concepts, then performed extensive customer discovery with detailed secondary and primary market research, and led the invention of a new technology (my patent)
- Funded the company by securing \$500k+ in grants (I wrote and submitted much of the applications), successfully completed several engineering product development projects (mostly opto-electronics projects for Tier1 and Tier2 automotive companies; also building products and consumer products companies) totaling about \$1m in NRE projects; I secured the contracts, oversaw the work, and in some instances did the engineering too
- Pitched to investors all over the region to raise two rounds of capital totaling about \$2m; managed the cap table, investor relations, and led Board of Directors meetings
- Hired and managed an 11 person team, led daily activities including team meetings, engineering tasks, product development strategy, business development, marketing, operations, and human resources
- Winner of multiple awards (LEDs Magazine's "Most Advanced SSL Technology", Architectural SSL's "Product Innovation Award", Department of Energy's "Next Generation Luminaire", and several more)
- Hired a seasoned CEO with M&A experience and the company was acquired in 2018; I consulted with the CEO on a regular basis

Consultant for Technology Innovation, Business Operations Improvement, and Program Management

Technology Innovation Program Manager | University of Michigan | Ann Arbor, MI | 5/2016 to 8/2018

- Consulted with early stage technology companies on commercialization strategies, technology innovation, go-to-market business models, and fundraising
- Facilitated and managed 60+ technology innovation research projects between clients and university professors
- Received an award for the most innovative economic development program

Corporate Strategy Program Manager | University of Michigan | Ann Arbor, MI | 5/2010 to 9/2011

- Developed strategic and operations improvement plans with the executives of \$10m to \$100m manufacturing companies; plans included product strategy, marketing, business development, and manufacturing improvements; conducted Six Sigma project that saved a client \$100k+ per year
- Collaborated with the University of Michigan Office of Technology Transfer to license technology to clients

Development Manager | Leggat McCall | Boston, MA | 1/2006 to 4/2010

- Managed \$15m to \$200m development projects including engineering design and development
- Screened and hired technical consultants and contractors, managing all agreements, schedules, and budgets

- Responsible for all technical scope approval between designers and contractors, negotiating costs and authorizing all payments, reporting to client executives on budget, schedule, and key issues
- Developed a strong understanding of building systems, technologies for smart systems, and MEP integration

Design, Analysis, and Systems Engineer

Certified Principle Engineer | Lockheed Martin Space Systems | Sunnyvale, CA | 8/2000 to 8/2004

- Lead mechanical and systems design engineer for mechanism and solar array division of military communication satellites, overseeing a team of 4 designers, 2 analysts, and 3 technicians
- Responsible for detailed design, analysis, hardware build, test, spacecraft integration, as well as schedule, budget and DoD/NASA customer reporting; some of my designs are integrated into launched satellites

EDUCATION

Master of Business Administration (MBA) | Boston University | 2006 (full academic scholarship)

Master of Science in Mechanical Engineering (MSME) | Georgia Institute of Technology | 2004

Aero/Astro Systems Engineering | Stanford University | 2002

- Lead design engineer for team of masters & PhD students in the Space Systems Design Lab
- Designed and built the early generation of CubeSat miniature satellites

Bachelor of Science in Mechanical Engineering (BSME) | University of Michigan, Ann Arbor | 2000

- Mechanical Engineering Student Leadership Board, President of the American Society of Mechanical Engineers
- President & Captain (3 years) of the Michigan Club Hockey Team (National Runner-up; All Midwest Team)

Study Abroad | La Universidad de Valencia, Spain | 1998

- Developed conversational fluency in Spanish

Six Sigma Black Belt | University of Michigan | 2011

LEED AP | US Green Building Council | 2009