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Architect, builder and manager of investor networks and entrepreneur communities. Leader of an extensive global network of venture capitalists, angel investors, mentors and corporate partners. Launched accelerator programs globally and was a startup co-founder.

Kauffman Fellows kauffmanfellows.org

Palo Alto, CA

Kauffman Fellows is a Silicon Valley-based leadership program for venture capitalists and innovators of all kinds. 525 Kauffman Fellows now lead venture capital, government, corporate, university, and startup innovation in over 40 countries around the world.

Vice President, Kauffman Fellows Network (2016 – Present)

- Architect of the Kauffman Fellows Network, a group including 525 Kauffman Fellows and approximately 500 faculty and mentors. The Kauffman Fellows Network targets deal syndication and education across the internal network and with external investors.
- Launched the Kauffman Fellows Trusted Expert Network Platform (TENx) to provide the underlying member services for deal syndication, mentoring and continuing education.
- Designed and managed the Kauffman Fellows Reunion VC Summit with the Kauffman Foundation in Kansas City, Missouri, October 2016.
- Currently developing the Kauffman Fellows VC Summit in Israel (April 2018).
- Graduated Class 18, received class Leadership Award.
- Completed research project and authored paper “The Changing Shape of Venture Capital Markets: Accelerators, Disruption and the Evolving Role of Corporations” (see startupaccelerator.vc)
- Sponsored [Play4Tomorrow](#), an initiative with major sports leagues and organizations (49ers Foundation, Kansas City Chiefs, Urban Youth Academy, Kansas City Royals, Giants Community Fund, SJ Sharks) to redefine the current state of youth and community development.

Citrix Startup Accelerator startupaccelerator.vc

Santa Clara, CA

Launched and led the [Startup Accelerator](#) as an open innovation platform to develop and invest in external startups and internal corporate teams. Designed and managed a seed fund and three month Innovators global accelerator program.

Managing Director (2010 – 2016)

- Launched and managed one of the first successful corporate startup accelerator programs.
 - [Seed funding](#) program funded 31 startups, producing acquisitions by Google, GE and Symantec.
 - [Innovators Program](#) developed and funded over 40 teams (entrepreneurs and intrapreneurs) in global locations: Silicon Valley, Research Triangle (2 programs), Bangalore, Santa Barbara
- Co-invested with 30 VC, corporate and accelerator funds including: August Capital, Bain Capital, Baseline Ventures, Intel Capital, PivotNorth Capital, Salesforce, Samsung Ventures, SingTel Innov8, Trinity Ventures, Warner Bros, 500 Startups, Alchemist Accelerator, StartX and Y Combinator.
- Drove innovation initiative with Citrix executive team invigorating internal startup culture and teams.

- Built coalition of corporate and venture partners, architecting the funding model and distributing \$600k in pre-seed funding as part of the Innovators Program.
- Launched and managed advisory and mentor network of venture capitalists, angel investors, CIOs/senior IT professionals, and corporate executives.
- Global Corporate Venture Powerlist 100

Enterprise Ireland americas.enterprise-ireland.com

Palo Alto, CA and Dublin, Ireland

Enterprise Ireland is an engine of innovation for Ireland, funding over 90 startups per year. The North American group incubates startups and builds networks to find customers, partners and follow-on investors to develop entrepreneurs into successful ventures.

VP of North America Software and Services Group (2007 – 2010)

- Managed a high performance team of 10 people focused on revenue, networking, and investment goals.
- Built ecosystem of venture capitalists, angel investors and mentors to coach portfolio companies on raising follow on investments.
- Led program with Microsoft's Emerging Business Team to develop access for BizSpark companies to Microsoft channel partners and their strategic investor platform.
- Originated new program with IBM to host SmartCamp competitions and bring entrepreneurs to Ireland. Sponsored the two North America SmartCamps in Boston and Silicon Valley.
- Instigated and drove change to public policy to embrace social media to promote Irish companies (americas.enterprise-ireland.com).

InnerWorkings Ltd. www.innerworkings.com

Pleasanton, CA and Dublin, Ireland

(Acquired by Intuition) InnerWorkings provided a SaaS based set of software development learning tools and technologies to help software engineers to become proficient with new languages or concepts through a hands-on learning process that works in their development tool.

Co-Founder, VP Business Development (2002 – 2007)

- Co-founded, provided initial capital, and raised seed funding with Enterprise Ireland.
- Won \$8.8M in A round funding from Benchmark Capital-Europe and Mohr Davidow Ventures.
- Scaled business operations, ramped business development activities, and grew company to 40 employees.
- Established US infrastructure and hired key executive to build offshore development center in Dublin.
- Converted early beta customers and closed key contracts with Wells Fargo, Avanade, and Intel.
- Built a community of developers by launching a series of live events and global online forums.

SmartForce Ireland Ltd. www.smartforce.com/ireland

Redwood City, CA and Dublin, Ireland

Acquired by SkillSoft

Director of Strategic Relations and Business Development (2000 – 2002)

- Built business cases for new e-learning initiatives to grow revenue into horizontal markets.
- Closed \$1M deal with Tenet Healthcare to develop and operate e-learning product offerings.
- Initiated and developed business plan for hybrid executive education program with Dartmouth.

Intel Corporation (1987 – 2000) www.intel.com

Santa Clara, CA

Director, Intel Capital (1997 – 2000) Santa Clara, CA

- Funded and held board position with Silknet, a startup that developed online video courses for business and executive education. Purchased by Kana for \$4.2B.
- Funded and held board position with University Access, a startup that developed online video courses for business and executive education.
- Funded and held board position with Netpodium, a startup that developed a web-based collaboration platform for business users. Sold to Microsoft.
- Funded e-learning joint venture with SmartForce to showcase 3-D interface for Pentium® III launch.

Enterprise Architecture Manager (1991 – 1997)

Austin and Houston, TX and San Francisco, CA

Technical Sales Engineer (1989 – 1991)

Dallas, TX

Product Marketing Engineer (1987 – 1989)

Folsom, CA

Voluntary Board Positions

Valley Montessori School www.valleymontessorischool.com

Livermore, CA

Vice President of the Board of Trustees

- Corporate Officer responsible for all aspects of governance for the 501(c)(3) non-profit corporation.
- Played a key role in creating and shaping the direction of the 5-year strategic plan.
- Participated with the team developing and implementing the technology plan.
- Recruited new Board and Committee members as an Officer of the Executive Committee.

Tri-Valley Poverty Forum

Livermore, CA

Board Member

- Worked with local governments and businesses to resolve critical housing shortage.
- Co-directed education and outreach programs with Tri-Valley Business Council housing committee.
- Organized workforce housing consortium to scale the growth of affordable housing.
- Launched new corporate sponsorship campaign through the Tri-Valley Business Council.

Education

[Kauffman Fellow](#), Class18, Leadership Award

B.S. Degree, Electrical Engineering, Marquette University, 1987