

MIKE SMITH

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SENIOR EXECUTIVE: CORPORATE BUSINESS DEVELOPMENT & PRODUCT MANAGEMENT

ENTREPRENEURIAL BUSINESS & TECHNOLOGY LEADER | GROWTH CATALYST | TECHNOLOGY INNOVATION EVANGELIST

Visionary business executive with 10+ years of entrepreneurial and corporate experience founding and maturing technology startups, driving customer-centric technology products from concept to launch, and building strategic partnerships to support sustainable business growth and competitive advantage.

Forward-thinking leader with demonstrated ability to think creatively and strategically while applying sound business judgment and quantitative analytics to execute strategic partnerships and multimillion-dollar technology business transactions. Leverage an innate passion for tackling big challenges and thought leadership in consumer and enterprise technologies to seek out opportunities to maximize corporate potential. Data-driven business strategist and engaging communicator credited with gaining buy-in from diverse stakeholders for a compelling vision and navigating cross-functional teams through successful execution of complex corporate programs and projects within record times.

AREAS OF EXPERTISE

Global/Cross-functional Team Leadership ▪ Corporate Business Development ▪ Business Strategy & Operations
Technology Product Development/Management ▪ Technology Portfolio Management ▪ Finance & Investor Relations
Strategic Partnerships ▪ Startups ▪ Mergers & Acquisitions (M&A) ▪ Due Diligence ▪ Intellectual Property ▪ Private Equity
Financial Modeling & Analysis ▪ Software Development ▪ Agile Methodologies ▪ Software as a Service (SaaS)

PROFESSIONAL EXPERIENCE

ABC Corporation | 2017 – Present

~ *Early-stage NYC-based startup dedicated to bringing computer vision-based machine learning to animals and humans; the company first product is called ABC which the world's only AI, 24-hour monitoring and alert system for horses* ~

Co-FOUNDER | 2017 – Present ❖ Chief Technology Officer | 2017 – 2018

Co-founded ABC, served as CTO for the first year of tenure, and currently focus on business strategy, corporate development, and finance aspects to grow product portfolio capabilities and sales revenue.

- As CTO led product development from concept, AI architecture, prototype, beta testing, and production deployment in collaboration with 2 internal developers and 2 external teams located in the U.S. and Poland.
- Developed financial models, market analysis, budgets, and operating plans that accelerated building and deployment of 500 units of StableGuard to 10 different clients in the US.
- Secured \$1.2 M in seed funding and completed end-to-end negotiations for equity transactions, acquiring 2 companies, early-stage machine learning startup Victory Parade, and surveillance provider StallWatch.

ABC | 2007 – 2017

~ *Global invention and investment business that creates, incubates, and commercializes inventions. Led by prolific inventor and visionary Nathan Myhrvold, IV has created more than a dozen companies with the power to transform industries* ~

DIRECTOR — CORPORATE STRATEGY & INVESTMENT | 2016 – 2017

Hand-picked to lead end-to-end negotiations on strategic projects, new ventures, and transactions. Sourced and managed relationships with entrepreneurs. Built product technology roadmaps and business plans for spin-outs. Contributed actively to establishing new financial, legal, and licensing structure for the latest wave of spin-outs. Partnered with principals to facilitate private equity fundraising throughout the US, Europe, Asia, and Middle East.

- Deal lead on 4 transactions with name-brand multinational tech companies; over \$300M in licensing and investment.
- Evaluated and contributed to successful execution of joint ventures, acquisitions, divestitures, licensing, startup incubation, and other corporate development large-scale projects throughout US, Europe, and Asia.

DIRECTOR — INVESTOR RELATIONS | 2013 – 2016

Managed investor relations and facilitated multiple IP licensing and investment transactions for the company with large multinational corporations including 4 of the Fortune Top 10 largest technology companies.

- Instrumental deal team member on over \$1B in IP licensing and investment transactions.

SENIOR MANAGER — INVESTOR RELATIONS | 2012 – 2013

Collaborated with the Head of Investor Relations and CFO on planning and execution of strategic projects, deals, and transactions. Served as company's primary point-of-contact to analysts, stakeholders, institutional investors, and prospective investors.

- Drafted the Private Placement Memorandum to raise multi-billion-dollar investment fund.

BUSINESS DEVELOPMENT MANAGER — OFFICE OF THE CTO & CO-FOUNDER | 2011 – 2012

Managed Business Development Programs focused on creating 21st-century innovation economies by addressing specific problems affecting energy, healthcare, communications, transportation, and infrastructure. Drove an integrated business development approach to coordinate and influence government, finance, multinational corporations, small innovation companies, research organizations, industries, standards, technology, and inventors.

- Facilitated establishment of corporate and public/private partnerships around IP and technology projects across the US, Singapore, China, Japan, and Europe.

CHIEF OF STAFF — OFFICE OF THE CTO & CO-FOUNDER | 2010 – 2011

Worked closely with CTO /Co-founder to translate product vision into actionable product roadmaps, programs, and structured operations. Served as Group Program Manager for a cross-functional R&D team of 26 engineers, lawyers, economists, market analysts, and business strategists. Hired, mentored and led team members to achieve corporate objectives. Directly responsible for developing and managing a multimillion-dollar budget.

- Functioned as primary Product Manager for innovative IP licensing and investment products; worked with off-shore developers on custom-development projects to build systems from scratch.
- Managed corporate initiatives across business and organizational units; driving business process improvements and change management with key executives and board members.

SENIOR LEAD / LEAD / BUSINESS SYSTEM ANALYST — PRODUCT MANAGEMENT | 2007 – 2010

Brought in as a Business System Analyst and quickly advanced to roles of increased team leadership and product management responsibilities. Partnered with Director in creating and maintaining sequencing of projects, prioritization, and trade-offs with regards to both short-term and long-term strategic goals. Identified and resolved strategic issues that could impair the organization's ability to meet strategic, financial, and technical objectives.

- Managed a technology project portfolio of 100+ initiatives across the entire IT group.
- Worked with business partners, analysts, and project managers to perform in-depth data-driven analysis and surface actionable insights and product requirements; drove implementation of recommendations derived from analysis and facilitated tracking and resolution of cross-project system and business process dependencies.
- Evaluated business impact, costs, and timelines for system design and integration; mapped, optimized, and engineered business and system functional specifications; example, identified and worked with 3rd party vendor on an E-billing solution that reduced manual work of business/legal teams, realizing 30% in cost-savings.

EARLIER EXPERIENCE:

FOUNDER & CEO | ABC | 2006 – 2009 ❖ DEVICE SUPPORT ENGINEER | ABC | 2007 – 2008

EDUCATION & CREDENTIALS

UNIVERSITY OF COLLEGE | New York, NY

MASTER OF MEDICAL ENGINEERING | 2013 ❖ BACHELOR OF SCIENCE IN ELECTRICAL & ELECTRONICS ENGINEERING | 2007

PROFESSIONAL DEVELOPMENT

Leadership that Shapes the Future ▪ Finance & Accounting for Non-Financial Executives

Machine Learning by Andrew Ng (*audit*)