

## (OLD LinkedIn Profile:)

Investment Executive, Innovator, Board Member

### About

Multi-lingual, global executive - lived, worked and built businesses on three continents. Financial advisory, private equity investing (direct, secondary, primary, and co-investment across stages - VC to special situations) and business development. Focused on building: businesses, products and partnership alliances in developed and emerging economies. Specific experience working across Europe and in Latin America with an emphasis in Brazil. Digital asset investment experience. Built Registered Investment Advisor specifically to offer digital asset (security and utility tokens) investment products and strategies compliantly with custody solutions.

- Investor: Global private asset investment origination, structuring, and execution across stages.
- Responsible: 12-year track record investing and operating with ESG principals. - Creator: Strategy development for new businesses, markets, products, partnerships, and corresponding go to market commercial implementation
- Leader: Strong communicator, decisive project manager, and team collaborator to solve challenges and determine solutions.

### Background:

- US/Canadian citizenship /UK Permanent Resident
- Fluent in English and Portuguese, Spanish and knowledge of German

### Experience

#### Advisory Board Member

Financial Economics Institute

Dates Employed

2016 – Present

Employment Duration

3 yrs

Location

Claremont, California

#### Advisory Board Member

### My Type

Dates Employed

2017 – Present

Employment Duration

2 yrs

Location

San Francisco Bay Area

Blockchain enabled healthcare marketplace utilizing secure, patient owned healthcare data

Advisory Board Member

LENDonate

Dates Employed

2016 – Present

Employment Duration

3 yrs

Location

San Francisco Bay Area

Leading Fintech Lending Platform connecting investors and philanthropists with nonprofits that have big ideas.

Managing Director, Portfolio Manager, Head of New Product Development

SharesPost Inc., SharesPost Investments Management LLC

Dates Employed

2018 – 2019

Employment Duration

1 yr

Location

San Francisco Bay Area

Portfolio Manager and Investment Committee Member. Advisor to the SharesPost 100 Fund, a closed-end, 40 Act interval fund investing in late-stage, venture-backed, private growth companies. Head of New Products, including traditional private securities and digital assets. Responsible for partnership development with other financial service and asset management firms. Built Registered Investment Advisor to offer digital asset investment products and advisory strategies.

Advisory Board Member

The Robert Day School (RDS) of Economics and Finance at Claremont McKenna College

## Dates Employed

2015 – 2017

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## Employment Duration

2 yrs

## Location

Greater Los Angeles Area

<https://www.cmc.edu/robert-day-school/robert-day-school>

Robert Day School

Robert Day School

## Equity Principal

Pantheon Ventures

## Dates Employed

2007 – 2016

## Employment Duration

9 yrs

## Location

San Francisco Bay Area

Member of partnership. Focused on sourcing, analyzing and closing global secondary private equity investment opportunities, Emerging Market private equity primary and co-investments as well as business development. Member of the Co-Investment Committee and the Emerging Markets Investment Committee. Business development of new markets, business lines, and investment products. Developed Latin American business (investment execution, market registration, and new client acquisition/fundraising). Speak Portuguese and Spanish. Developed bespoke fund product for Andean and Brazilian markets. Led strategic partnership with a Brazilian multi-billion asset management firm. Sold 150 funds out of a portfolio of 500 funds to rationalize fund holdings across client vehicles.

## Vice President

Goldman Sachs

## Dates Employed

1998 – 2007

## Employment Duration

9 yrs

Joined Goldman Sachs in 1998 as an Associate in their London office, spent substantial time in Paris office from 1999 to 2002, transferred in 2003 to the San Francisco office to cover the

healthcare sector. Execution experience includes a variety of cross-border and domestic M&A and leveraged buy-out transactions, debt restructuring assignments as well as a broad spectrum of capital market financings from equity to high yield across multiple industries.

## (NEW LinkedIn profile:)

(New Headline:) Private Equity & VC Investor, Investment Banker, Portfolio Manager, Global Strategic Advisor, Business Development, Mentor

### (About:)

I have 25 years of investment management and financial advisory for institutional investors, fund managers, projects or companies across industries and investment stages. I build investment platforms encompassing the following:

Primary and secondary fund manager: Invest in leading and emerging fund managers (10 yrs.)

Co-investment, secondary and direct investor: Invest in companies alongside known fund managers (12 yrs.)

Business Development: Opened international markets, built tailored investment products (10 yrs.), marketing and sales of products to new clients

Management: Built investment teams and asset management partnerships (12 yrs.)

As a VP at Goldman Sachs and a partnership member at Pantheon Ventures, I have helped invest in hundreds of projects, especially in these areas important to me:

- **Healthcare**, precision medicine (medical device and life sciences), artificial intelligence, big data, block chain, etc.
- **Climate Impact** - Resource management, conservation (water, air quality, renewable energy), waste management (elimination of non biodegradables), ag tech, etc.
- **Fintech, Blockchain, AI, Cloud, etc.**
- **Education technology** in global markets (Latin America, Asia.)

As my next level of career growth, I'm seeking to expand into 1) support STEM companies founded by women, with disruptive innovation for social and environmental change, 2) mentor female GPs and founders, and 3) invest in companies for wider financial inclusion and personalized education.

International work experience in the UK, France, Netherlands, Austria, Hungary, Switzerland, Germany, Brazil, Chile, Peru, Mexico, Columbia.

Fluent in English, Portuguese, Spanish. US and Canadian citizenships and UK permanent residency.

Multicultural, self motivated, high EQ, caring, tenacious and a curious learner.

### **(SharesPost:)**

- Portfolio Manager and Investment Committee Member: SharesPost 100 Fund, 40 Act interval fund, investing in late-stage, venture-backed, private growth companies.
- Built Registered Investment Advisor (RIA) to offer token fund products and investment strategies (via IMA).
- Head of New Investment Products: traditional private securities and digital assets, e.g., security and utility tokens.
- Partnership development: with large financial services firms and asset managers.

### **(Pantheon:)**

Partnership Member. Held a variety of investment roles executing primary, secondary, and co-investments on global scale. Developed strategies to build new global markets and products. Established key new client and partnership relationships, accelerated Firm's ROI and increased profits.

Investor: Founding member of the Co-Investment Committee and the Emerging Markets Investment Committee: Sourced, analyzed and invested in private equity (PE) (\$600m + primary, secondary, co-investment opportunities) globally. Created investment roadmaps for clients, developed investment policies and fundraised (>\$300m).

- Environmental, Social and Governance (ESG) Expertise: Developed, assessed and monitored ESG policies and risk for PE over 10 years. Created and led educational investor seminars on emerging economies, PE, and ESG policies and due diligence processes.

International business development: Built Latin American (LatAm) business, including investment (8 markets), secured regulatory approval in LatAm and hired local intermediaries, chose local office, formed partnerships and raised over \$300m of capital locally, achieved one of the largest PE fundraises in Chile (\$88m).

- Partnership building: Formed and managed strategic partnership with a Brazilian \$20 bn asset management firm.
- New Product Creation: Designed Pantheon's inaugural Global Emerging Markets Fund, built customized private equity fund products for Andean (\$100m) and Brazilian (\$250m) markets, later adapted for other geographies.

### Project Management:

- Risk and Liquidity: Led PE asset divestment program. Analyzed \$10bn of NAV encompassing 750 funds for 20+ SMAs as well as 8 fund-of-funds (FoFs) vehicles, sold 150 funds and closed down two FoFs.
- Complex Projects: Led multi-disciplinary 40 Act Fund creation, acquisition of \$1bn secondary portfolio, valuation, accounting, legal, regulatory (SEC and NYSE) requirements, underwriting and partnership distribution.

### **(Goldman Sachs:)** Investment Banking

- Associate & VP: London/Paris office: 1998 to 2003.
- VP: San Francisco Office: 2003-2007.

- Capital Structure:
  - Broad spectrum of capital market financing from equity to high yield debt across multiple industries - strong understanding of credit and derivatives.
  - Selected to relocate to Paris within 3 months of hire to serve as sole Goldman Sachs representative with French client for 8 months to execute junk bank loan, IPO and High Yield Debt offering in 2000.
  - Cover the healthcare sector, aerospace and financial sponsors.
  
- M&A/ Raid Defense:
  - Executed cross-border and domestic M&A and leveraged buy-out transactions,
  - Key member of hostile raid defense team for a global aerospace company, disposed of \$1.5bn of European assets.
  
- Debt restructuring in bankruptcies:
  - Sole Goldman Sachs negotiator for bankruptcy, debt restructuring and M&A disposal: French media multinational (11 banks) and a similar assignment for Dutch retail multinational.
  - Achieved consent solicitation for \$600m of convertible securities with multiple hedge funds parties on behalf of a healthcare company.
  
- Strategic Management:
  - As a 1st year associate, promoted to be the European Investment Banking Division (IBD) Business Unit Manager (BUM), responsible for project staffing of 200 professionals and annual reviews;
  - Global business conflict-of-interest checking and resolution management team member;
  - Strategic planning analysis for European IBD, executed Goldman Sachs Board projects on diversity and multiple downsizing analyses.
  
- Recruiting:

As a first year associate, I was asked to be the Co-Head of European IBD Associate recruiting; and later US West Coast IBD recruiting upon relocation to San Francisco; resulting in 42 and 20 new associate hires across 9 and 15 MBA programs, respectively.

## Volunteer Experience



### Head Soccer Coach

SFYouthSoccer

Aug 2017 – Present • 2 yrs 5 mos

Children

F Licensed Soccer and Futsal Coach for U10. SFRPD Jose Coronado Indoor Soccer League.

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### Advisory Board Member

LENDonate, Inc.

May 2016 – Present • 3 yrs 8 mos

Economic Empowerment

Leading Fintech Lending Platform connecting investors and philanthropists with nonprofits that have big ideas.

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### Advisory Board Member

The Robert Day School of Economics and Finance at Claremont McKenna College

Jan 2015 – Dec 2017 • 3 yrs

Education

<https://www.cmc.edu/robert-day-school/robert-day-school>

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### Advisory Board Member

Financial Economics Institute

Nov 2017 – Present • 2 yrs 2 mos

Education

Financial Economics Institute at Claremont McKenna College

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### Strategic and Financial Advisor, Board Member

My Type

Nov 2016 – Present • 3 yrs 2 mos

Health

Blockchain-enabled healthcare marketplace utilizing secure, patient owned healthcare data start-up founded from technology developed at Mobile Medical (non-profit in 53 countries)