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CHIEF FINANCIAL OFFICER

Expert in **Venture & Corporate Funding** ▶ **Revenue & Business Expansion** ▶ **M&A Administration**

Drives operational and financial efficiency as a trusted advisor and partner; connects entrepreneurial companies with venture capital to heighten business performance

Strategic and straight-forward executive, highly skilled in creating and executing blueprints for business growth in both early stage and established organizations. Consistent career record of securing funding, achieving profitability, and accelerating operational performance in challenging environments.

FINANCE AND BUSINESS LEADERSHIP HIGHLIGHTS

- ✓ **Strengthened revenue potential;** helmed \$4M acquisition negotiation that produced eight times the return on investment within 3 years.
- ✓ **Acquired venture and corporate funding;** leveraged wealth of expertise and relationships in Silicon Valley to support and grow several early-stage technology companies.
- ✓ **Improved operational and financial performance;** creatively implemented cost-controls, merged several entities, and developed synergies and growth strategies that invigorated performance.
- ✓ **Directed successful mergers and acquisitions;** negotiated with senior-level executives on complex multi-faceted transactions, including \$17M acquisition with additional \$6M equity investment.
- ✓ **Established worldwide operations;** set-up business operations, research/development, design centers, and sales entities in Belgium, UK, Germany, India, and Japan.

EXPERTISE AND PERFORMANCE

Technology Leaders – Sunnyvale, California, 2007 – Present

CHIEF FINANCIAL OFFICER

Charged with taking financial and operational reigns to successfully steer organization to cash flow positive from pre-revenue during volatile economy. Champion all financial and business operations to create cash advantages, establish strong banking relationships, and foster investor relations. Hold pivotal role in all Board and investor meetings. Leverage background and connections to influence operational and financial strategies; create strategic and tactical blueprints for continued success of the company.

- ▶ Raised over \$30M in venture and corporate funding; negotiated four rounds of equity funding with major investors including Big Box and Telecomms.
- ▶ Secured \$5M in debt financing; successfully repaid in full after just three years.
- ▶ Forged relationship with Big 4 Accounting; certified audited financial statements and tax filings.
- ▶ Executed creative stock for cash program in 2009; eluded layoffs during challenging economic period.
- ▶ Created strategic business plan to support intellectual property program, including patent development and licensing; conservatively managed legal teams to achieve actual expenses 40% below target in 2013.
- ▶ Spearheaded application for technology tax exemption status in Taiwan; eliminated 30% withholding taxes with immediate \$3M tax savings and projected \$12M more over next 3 years.

Executive Consulting – Sunnyvale, California, 2005 – 2007

CHIEF FINANCIAL OFFICER | VICE PRESIDENT OF OPERATIONS | CHIEF OPERATING OFFICER

Guided several early-stage technology companies in the role of senior advisor, including Tela Innovations. Collaborated with executive management and Boards to identify business challenges and execute action plans. Negotiated and raised venture funding and supported acquisitions. Managed finance, accounting, human resources, legal, and information technology requirements.

Innoware Inc. – San Jose, California, 1998 – 2005

CHIEF FINANCIAL OFFICER

Instrumental in strategic planning that propelled pre-revenue organization to profitability, reaching \$45M in annualized revenue with headcount growth from 10 to over 300 worldwide. Partnered with Sales to achieve multi-million dollar multi-year deals with industry-leading firms; personally negotiated equity investments with Sony and ST Microelectronics. Oversaw \$30M Annual Operating Plan, while directly managing finance, accounting, legal, and information technology departments.

- ▶ Orchestrated procurement of \$60M in combined equity and debt financing with investors, including top tier venture capital firms.
- ▶ Negotiated three separate acquisitions: = Design Systems' SPW business unit, Large Phone's embedded software business, and Visatech's processor design, valued at combined \$27M.
- ▶ Facilitated compilation and presentation of quarterly reporting packages to corporate, venture, and individual investors.

Sharp Design Systems – San Jose, California, 1995 – 1998

**VICE PRESIDENT; WORLDWIDE RESEARCH AND DEVELOPMENT
VICE PRESIDENT OF FINANCE; WORLDWIDE SERVICES ORGANIZATION**

Directed process improvements, merger and acquisition opportunities, and divestiture strategy within Worldwide Services Organization; managed 16 global analytical staff. Transitioned to oversee \$160M annual operating budget for engineering and product development, involving over 1500 engineers worldwide.

- ▶ Instituted Value Board Review (VRB) to review and approve all services deals with proposed pricing greater than \$1M; effectively supported rapid Services business growth from \$50M to \$160M over 3 years' time.
- ▶ Fore-fronted business case development and 4 separate service group acquisitions; facilitated integration of new teams.
- ▶ Led implementation of SAP Project System module with full integration into corporate general ledger.

EDUCATION AND MEMBERSHIPS

Certified Management Accountant – Certified Management Accountants of Canada
Master of Business Administration; Finance –College of California
Bachelor of Arts; Social Science –College of California

Member: Certified Management Accountants of Canada | Certified Management Accountants of California
Financial Executives International (FEI) – Silicon Valley Chapter