



STRATEGIC FINANCE & CORPORATE DEVELOPMENT

Viasat, Inc.

STRATEGIC PLANNING / INVESTMENT ANALYSIS



Strategic Planning and Development

- Developed extensive business plans, financial models, analyses, and presentations for new business opportunities: including complex (technical and capital) projects like satellite constellation investments, new distribution models, new technical design, partnership and acquisition evaluation, and new market entry.
- Participated and led teams in negotiating, contracting, and finalizing deals internally and externally.
- Participated in all levels of the company's capital budgeting, planning, and forecasting process; including scenario analyses, risk evaluation, and presentation to executive team and board.

Acquisition / Business Valuation

- Created, planned, and led acquisition selection, due diligence, transaction process, deal valuation, and deal closure.
- Researched, presented, and closed dozens of high-value acquisition targets – including the close of key acquisitions: Wildblue, Stonewood, ARINC, NetNearU, Lonocloud, Engreen, Arconics. See Projects below.

PROPOSAL MARKET ANALYSIS

CORPORATE FINANCIAL ANALYSIS

Pricing Strategy

- Developed pricing strategy, using market research, competitive analysis (including the creation of competitor's, channel's, and partner's financial model), and analyzed strategic and financial tradeoffs.
- Led and managed the initial business plan for Viasat's key go-to-market in commercial air, developed business plans for products, markets, distribution in broadband segment, aided special government segment initiatives, and evaluated/planned future markets.

Market Analysis

- Led team researching players, channels, and value in new markets.
- Developed go-to-market plans evaluating core strategy with risk tradeoff throughout markets and channels.
- Developed initial analyses for new markets: US Broadband, worldwide sales (EU, AU, MX, SA), commercial air, business aviation, government markets, and future global initiatives. (See Projects)

Strategic Planning

- Develop strategic frameworks to identify value-creating growth, and established key dashboards, drivers, metrics to capture this value.
- Led and participated in developing the quarterly/annual forecast plan.
- Responsible for all major investment forecasting (such as multi-billion dollar future strategic investments and go-to-market plans).
- Led analysis and presentation of critical decisions for exec team on capital allocation, risk analyses, and key drivers across all businesses.

Capital Structure

- Analyzed key metrics, optimal capital structure, risk analysis for strategic planning and forecasting.
- Participated in several planned and executed capital raises, included equity financing, ex-im financing, and term-loan debt financing.
- Analyzed strategic options to capital, including partnerships, spin-off, technical trades, and other business strategy.

FINANCIAL OPERATIONS MANAGEMENT

Viasat, Inc.

GLOBAL BUSINESS SOLUTIONS

COMMERCIAL AIR

Operational Finance Management for Business

- Part of the executive team and led all major financial decisions for the \$50M+ business division for our global enterprise initiative.
- Managed team of analysts, accountants, and staff to meet major management reporting deadlines.
- Responsible for the financial statement reporting, all profit and loss analysis, cost management, new revenue, and bid and proposal.
- Successfully met all key targets on EBITDA, cost management, and revenue management.
- Not only managed, but dramatically improved planning process, forecasting in the business and drove improvement across all adjacent business lines; creating key templates for: Planning, Proposal, Analysis.
- Created processes for independent and decentralized management of decision making for finance, sales, and operations.
- Worked with corporate executive management, general management in the business to make key decisions, set key targets, and report key results.

Operational Finance, Planning, and Analysis

- Managed the start of our daily financial operations in our commercial air segment–Viasat's most successful new business.
- Created short-term and long-term budgets and forecasts.
- Managed a team of analysts thoughtfully creating variance/flux reports, KPI and benchmark analysis, competitive reports.
- Developed methodologies and templates for proposal process.
- Analyzed and approved all financial investments and transitions within the business.
- Presented to executive management team at business area reviews and quarterly and annual financial and strategy updates.
- Managed all financial proposals to new airlines and key new business initiatives.
- Created financial models for revenue funnel, capacity planning, and executive reporting.
- Coordinated with general management and team to create standard processes for future \$1B+ business.

PROFESSIONAL PROJECTS

PROJECT	VALUE
Viasat-1/2/3 Constellation Business Plans	\$1B+
Bid and Proposals	\$300M
Commercial Air Management Early Business Model / Strategy / Jetblue Proposal	\$1B+
Global Business Solutions Executive	\$50M/Yr.
Partnerships / Joint Ventures	\$200M+
Loral Legal Settlement / Other	\$200M+

*Many more non-public, un-executed, future projects not listed.

EDUCATION

EDUCATION AND ACCOMPLISHMENTS

University of California, Berkeley

- Haas School of Business (3.9GPA)
- Magna Cum Laude – Haas School of Business
- President/Officer of 3 Collegiate Organizations
- Taught 4 semesters of class on Equities and the Stock Market



Stanford Graduate School of Business

- Stanford Executive Leadership Program



Other

- Valedictorian - High School Class
- Corporate Leadership Institutes

ABOUT ME

I'm a finance professional, technology enthusiast, and contrarian thinker, I thoroughly enjoy strategy, technology, and business.

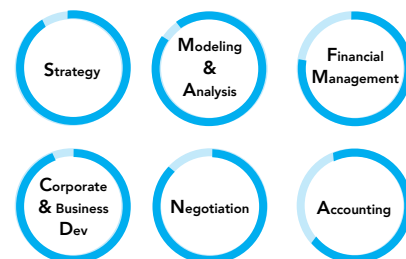
The deep love of solving problems has driven me to succeed at helping new companies, in growing fields, with challenging financial and technical problems.

As such, I'm actively seeking to find, lead, and develop other professionals, companies, and myself in new and uniquely challenging environments.

These companies ideally seek the rare combination of a financial expertise, strategic and corporate development, and complex software / hardware technical knowledge.

Most importantly we should share a love of difficult problems that solve an important need for society.

SKILLS



HOBBIES / OTHER SKILLS

Avid Coder / Hobby Electrical Engineer

Links: @github @docker @bitbucket

Code: { VBA, Python, Java, CSS, C, Autodesk, Solidworks }

Voracious Reader of Business and Tech

Links: @library

Accredited Investor / Financial Mentor

Links: @Angel

TOOLS / SOFTWARE

Analytical Tools

- Client: Excel, Tableau, Power BI, Splunk, Alteryx, VBA.
- Server: Python, Jupyter Notebook, SQL, Azure Logic.

Reporting Tools and Payment Management

- ERP Systems: Oracle, SAP
- Middleware: Hyperion, Essbase, Crystalball By Request
- Payments: Paymentech, Ayden

CRM

- Salesforce, Marketo