

JAMES P. BELLOWS

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Chief Executive Officer . . . with Deep Financial Focus

Raised >\$12B

Steered two >\$1B IPOs

Grew Start-up to >\$.4B

Restructured >\$.5B Debt

Take-flight executive known for transforming start-ups and high-growth companies into industry conquerors despite complex transitions and immense scrutiny. 20+ years as a path maker and capital markets expert for ABC Corp., AxoData, XYZA, and XIX Corp. People-first management approach empowers teams to outperform. Profound sense of integrity.

Recent Recognition:

“James has great reflexes as an investor-friendly CEO. He isn’t just interested in the numbers—he cares deeply for the company vision, strategy, and people.” Chairman of the Board, XYZA

Exponential Growth

[2011 to 2018]

\$1.2M to \$420M



GeekWire ‘CEO of the Year’

COO/CFO of 3 Public Companies

Technology Industry Veteran

Transaction Overview

\$11.6B

Capital Raised for
LBOs, M&As &
Stock Buybacks

\$4B

Capital Raised for
Start-up & Early-
Stage Companies

\$6B

M&As
Completed as
CEO & CFO

\$5B

Debt
Restructured
& Financed

Areas of Expertise:

Business & Financial Strategy ▪ Team Leadership
Fiscal & Internal Controls ▪ IPOs ▪ M&As ▪ Financing ▪ Culture Development
Restructuring ▪ Change Management ▪ Client & Investor Relations ▪ Process Reengineering

EXECUTIVE CAREER

XYZA, San Francisco, CA

#1 provider of enterprise workflow technology, a Deloitte Fast 500 Fastest Growing Company

President and Chief Executive Officer ▪ 2015 to Present

Chief Operating Officer ▪ 2011 to 2014

Provide razor-sharp financial and business leadership to grow the enterprise from 112 to 1,200 employees and \$45M to \$420M revenue. Develop a company-changing, industry-dominating leadership team. Plan and execute capital markets activities.

- Achieved peak market cap of \$2.2B by structuring operations and finances for growth.
- Expanded from two to 12 countries—with 50% of sales generated outside North America—by aligning the business across cultures, boundaries, and foreign currencies.
- Directed \$60M pre-IPO round, \$110M bank line increase, \$100M IPO, \$300M follow-on, and \$250M acquisition.
- Kept pace with customer demands by restructuring product development, finance, and reporting.

AXODATA, Sacramento, CA

Top-tier supplier of business-building direct marketing data

President and Chief Executive Officer ▪ 2007 to 2011

Chief Financial Officer ▪ 2006 to 2007

Launched spin-off to billion-dollar-IPO with powerhouse leadership team and 100+ multifunctional employees. Defined the risk management infrastructure as well as budget processes, fiscal controls, and reporting systems.

- Boosted revenue 47% in two years by partnering with the board to establish a robust growth trajectory.
- Secured \$32.5M in two venture capital rounds.
- Completed all steps for IPO; when public markets closed, negotiated liquidation and returned 2/3 of capital to investors.

EXECUTIVE CAREER—*continued...*

ABC CORP., San Francisco, CA
Leading provider of online financial news and investing tools

Chief Financial Officer ▪ 2002 to 2006

Partnered with the CEO to build, scale, and maneuver the business through IPO and \$175M acquisition of software licensing business. Structured financial, operational, and risk management functions. Exceeded all quarterly revenue forecasts.

- Shepherded the company through 8x revenue growth in two years by reengineering operational processes and creating a customer-focused culture.
- Partnered with the CEO and board to guide the company through >\$1B IPO.
- Directed \$175M acquisition, enabling entry into the profitable B2B data licensing space.



XIX CORP., Lynnwood City, CA
Global interactive advertising network

Chief Financial Officer ▪ 2000 to 2002
Senior Vice President, Finance and Operations ▪ 1998 to 2000

Raised capital, reduced burn, and improved operational outcomes to restore XIX’s reputation and boost credibility with investors and partners. Counseled the CEO on tough decisions about the company’s future, and advised investors to exit.

- Secured \$68M in warrants, equity, and bridge loan financing from US and European investors.
- Decreased gross burn rate 60% by aggressively cutting costs while increasing revenue 10% month over month.
- Proposed company closure and asset sale at precisely the right time, returning significant capital to investors.

EARLY-CAREER ACHIEVEMENTS

<p>Launched one of the first syndicated loan businesses on Wall Street. Closed deals ranging from \$15M to \$4B</p>	<p>Drove hard turnaround of media company. Secured the largest sale price to date in the industry: 15x EBITDA</p>	<p>Revamped corporate structure for radio asset. Raised new/restructured debt, and directed \$240M in M&As</p>	<p>Executed LBOs and M&A transactions for investment bank clients. Provided more than \$2.1B in financing</p>
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EDUCATION & CREDENTIALS

MBA in Finance & Entrepreneurism (dual MBAs) ▪ Princeton University, Princeton, NJ
MS in Business Economics ▪ Stanford University, Stanford, CA
BBA in Economics, Business & Mathematics (triple major) ▪ Rutgers University, New Brunswick, NJ

Advisory Board Positions:

Healthcare TechSolutions (sold to ABC Health: 35x return to early investors) ▪ DEFG TechWins ▪ GHI Company ▪ Digital ABC Technologies ▪ Data Solutions First ▪ PushThrough Tech Systems ▪ DRI Innovation

Speaking Engagements:

Bloomberg Business, CNBC, Citicorp, Goldman Sachs, JMP Securities, NASDAQ (London), and others

“James delivered 35x return to investors—years earlier than expected—by guiding our executive team through intense start-up operations, financing, and massive growth.” Founder, Healthcare TechSolutions

“James transformed our start-up into an industry-dominating corporation in 24 months.” COO, ABC Corp.

ABOUT THIS PROJECT:

This client came to me after writing dozens of versions of his old resume without success. He sent me several iterations and they were quite long, with page after page of explanations. I could tell he was struggling to figure out the most intriguing and impressive aspects of his career history.

With a background entrenched in both business operations and finance, James had a complex story to tell—and a unique one at that. Not many operations executives have this kind of capital markets expertise...and it's hard to find someone with this much success building industry-leading companies from scratch.

To capture his value on paper (and screen), I took to the numbers. I made a list of his quantifiable achievements, etched out his career story, and then dove into the design process to create a two-page resume that is both eye-catching and intriguing. I aimed to impress audiences with his constant record of outperformance, and include just enough detail to be interesting and informative without becoming overwhelming.

On page two, I highlighted early-career achievements in a few side-by-side text boxes to highlight these impressive stories and numbers without taking up too much space. To match his buttoned-up yet people-centric personality, I chose a neutral color palette with a few shots of color.