

Volkmar Kunerth, MBA
San Francisco, CA CA 94131

650.814.3266 kunerth@towerpower.co <https://www.linkedin.com/in/volkmarkunerth>

SUMMARY

Accomplished Entrepreneur and Business Development Professional.
Proven ability to grow new business in domestic and international markets.

WORK EXPERIENCE

CEO TowerPower Inc. 2015- Present

www.towerpower.co

TowerPower switches mission critical sites from diesel generator power to next-generation solar hybrid systems combining solar photovoltaics, storage and software intelligence.

- Overall strategic and operational responsibility for all programs
- Strategic leadership for all fund raising activities

Co-Founder/Director - Business Development International LLC 2010 - Present

www.business--development.com

Business Development International L.L.C. aims to support the advancement of new technologies.

- Business Development for start-up companies
- Planning and execution of e-commerce strategy
- Advertisement and market analysis
- Account Management
- Direct sales
- Business plan creation
- Green energy evaluation and financing
- Investment advisory
- Strategic consulting

CLIENTS: INTEL, GOOGLE, AERC, TELEKENX, World Cap, Questel SA, Sustainable Silicon Valley

Business Development Director - TIPRO 2007 - 2010

<http://www.tipro.net>

Responsible manager for business development for embedded touch screen devices

- Conducted extensive market research and attended workshops, trade shows, and seminars to intensify business relationships
- Increased client base in European market by 250%
- Increased revenue by over 100%
- Negotiated OEM contract with Siemens
- Answered to CEO
- Worked with and consulted sales people in pursuing common goal of strategically building the business segment
- Managed and won projects in excess of \$500,000

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- Worked with R&D for new product development
- Publicized articles in German technical print media

Clients: **SIEMENS, Deutsche Bank, Unicredit, Thales, Siemens BT, EADS**

Co-Founder at Synergy LLC

2003 - 2007

- Founded export orientated E- Commerce clothing company while studying in a full-time MBA university program
- Kept company profitable from inception and increased revenues throughout the lifetime of company

Strategic Management Consultant Euratio Akademie

1999 - 2002

- Managed and executed management consulting projects
- Strategic management consulting, management training, leadership development and training.

Clients: **SIEMENS, Lufthansa, BMW**

SKILLS AND SPECIALTIES

- Strategic Business development
- Business Consulting
- Business plan & sales strategy development
- Sustainability
- Touch screen technology
- IP communication
- E - commerce, SaaS

EDUCATION

- MBA - Hawaii Pacific University, 2003 - 2005
- BA - Human Resource Development - Hawaii Pacific University 2002 - 2003
- BS – Economics - Julius-Maximilians-Universität Würzburg, 1991 - 1994

PUBLICATIONS

- Electric Mobility (2015)
- Solar Presentation PV market Germany USA (2010)
- Intelligente Kommunikation in der integrierten Bahnleitstelle (2009-11-1)
- Touchbasierte Eingabesysteme - Kommunikation in der Gebäudeleitstelle (2010-2-)

INTERESTS

Strategic planning, business books, economics, entrepreneurship, history, philosophy, psychology, international travel, gourmet cooking, skiing, surfing, fitness, other cultures.

LANGUAGES

- English (Native or bilingual proficiency)
- German (Native or bilingual proficiency)
- French (Professional working proficiency)

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REFERENCES: <http://www.volkmarkunerth.com/references.html>

CERTIFICATES: <http://www.volkmarkunerth.com/credentials.html>

ADAM CHENG, CPA

San Jose, CA 95132 | (408) 888-4249 | chengl@wharton.upenn.edu

EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **San Francisco, CA**
Master of Business Administration Candidate; Executive Program; Major in Finance 2013 – 2015
- GPA 3.9 (Major) | 3.6 (Cumulative)
 - Wharton Finance Club | San Francisco; Wharton Entrepreneurship Club | San Francisco
 - Active participant of international programs: India (Spring '14), Japan (Summer '14), and South Africa (Fall '14)
- UNIVERSITY OF CALIFORNIA, BERKELEY** **Berkeley, CA**
Master of Laws; Focus on Taxation with High Honors (top 10%) 2003 – 2004
- NATIONAL TAIWAN UNIVERSITY** **Taipei, Taiwan**
Bachelor of Business Administration; Major in Accounting 1993 – 1998

EXPERIENCE

- BRIDGELUX** **Livermore, CA**
Controller 2012 – 2014
- Recruited to leverage finance and legal experience to facilitate IPO and/or M&A deals. Responsibilities include all aspects of finance and accounting, strategic planning, international tax strategy. Serve as a member of the executive team, and a board of director of overseas subsidiaries
 - Sourced and executed strategic transactions. Led financial due diligence and negotiated deal structure of \$95 million divestiture with Toshiba; saved over \$1.5 million in potential taxes on this transaction through improved tax planning
 - Raised \$15 million revolver from leading commercial bank, and \$35 million term loan from private investors
 - Directed company in operational plans that reduced monthly cash burn rate from \$2.5 million to \$0.5 million
- STION** **San Jose, CA**
Director of Accounting 2011 – 2012
- Developed Business & Financial plan used to successfully raise \$130 million from venture capital and private equity firms
 - Implemented a finance organization structure to support the company's 80% year-over-year growth
 - Implemented enterprise-wide Oracle ERP system to cut financial reporting lead time by 50%
- MAGNUM SEMICONDUCTOR** **Milpitas, CA**
Assistant Controller 2008 – 2011
- Established reporting infrastructure to drive IPO readiness within 12 months
 - Reduced monthly closing cycle of financial results from 20 days to 7 days; reduced audit fieldwork from 6 months to 2 months; reduced audit adjustments from 30+ entries to zero; eliminated significant control deficiencies
- ERNST & YOUNG** **San Jose, CA**
Assurance & Advisory Business Services Manager 2004 – 2008
- Managed 20+ financial audits of public and private companies in accordance with US GAAP, including Business Objects (Software, revenue \$1B), Chiron (Biotech, \$2B), and Infinera (Optical network, NASDAQ IPO, \$0.4B)
 - Led the financial advisory team for Infinera's successful IPO of \$180 million; ensured compliance with public reporting requirements; promptly resolved SEC comment letters involving complex accounting policy and estimate
- COLLINS** **Taipei, Taiwan**
Finance Manager 2002 – 2003
- Led 200-employee manufacturing plant in China; managed \$20 million P&L. Top customers included Walmart
- DELOITTE & TOUCHE** **Taipei, Taiwan**
Senior Consultant 2000 – 2002
- Led the cross-border financial advisory team for Chunghwa Telecom's successful \$1.4B IPO listed in NYSE

ADDITIONAL INFORMATION

- **Professional Certification & Societies:** CPA licensed in California, AICPA, CalCPA
- **Interests:** Investment of family funds with annual return of 25%+, National Poetry Contest's 4th place winner in Taiwan, San Francisco Opera season subscriber, chado (tea tasting), and world travel
- **Languages:** Native speaker in Mandarin and Taiwanese

Nicholas Adams

(858) 523-8538 nradams@stanford.edu

Education

Stanford University

Master of Science, Civil and Environmental Engineering, Atmosphere/Energy Present

University of California, Berkeley

Master of Science, Nuclear Engineering 5/2014

Master of Public Policy 5/2014

University of California, San Diego

Bachelor of Science, Mechanical Engineering (*Cum Laude*) 3/2011

University of Virginia, Charlottesville

Semester at Sea Study Abroad Program 1/2009 – 5/2009

Licensure

National Council of Examiners for Engineering and Surveying

- Engineer-in-Training Certificate: ID 141759, California 10/2010
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Skills

Applications: Solidworks (intermediate), MATLAB (intermediate), AutoCAD (intermediate), Inventor (novice), LabVIEW (intermediate), Pro/ENGINEER (novice), RELAP (novice)

Languages: C/C++ (intermediate)

Machining: Mill, lathe, 3D printing, rapid prototyping with ABS, PVC, aluminum, Teflon, PTFE

Professional Experience

Green Empowerment / AsoFenix

Managua, Nicaragua

Mechanical Engineer

6/2015 – 9/2015

- Rural community-level energy and water project development and maintenance
- Engineering support for micro-hydro, solar irrigation, and solar residential electric systems

Institute for Industrial Productivity

San Francisco, CA

Energy Analyst

5/2014 – 1/2015

- Support projects that promote industrial efficiency by collecting best practice information
- Assist in implementing IIP's ongoing projects on supply chain efficiency, state-level industrial energy efficiency programs, and energy management systems

Center for Information Technology Research in the Interest of Society (CITRIS)

Berkeley, CA

Graduate Student Researcher

5/2013 – 8/2013

- Documented the current state of IT-related research in water, transportation, and smart cities at UC Berkeley, Davis, Merced, and Santa Cruz
- Created a strategy and provided recommendations for growth of this class of research, known as the 'Intelligent Infrastructures Initiative'

Vektrex Electronics, Inc.

San Diego, CA

Assistant Engineer

9/2009 – 3/2011

- Research and development with thermal modeling of light-emitting diodes (LEDs)
- Experimentation with temperature control systems, LED power sources, and data acquisition methods to characterize research-phase LED designs
- Thermal chamber retrofit/design for large-scale LED reliability testing

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|--|---------------------------------|
| NASA International Space Station EarthKAM <i>Mission Operations Scheduler</i> | La Jolla, CA 9/2009 – 9/2010 |
| <ul style="list-style-type: none"> Created control files for capturing high resolution digital images from an electronic still camera aboard the International Space Station | |
| <i>Chief Communications</i> | 9/2010 – 3/2011 |
| <ul style="list-style-type: none"> Served as point of communication for EarthKAM UC San Diego with affiliates at the Jet Propulsion Laboratory and Johnson Space Center during missions | |

Academic and Research Projects

| | |
|---|-------------------------|
| <i>Bridging Distributed Economies in Rural and Low-income Communities</i> | Spring 2015 |
| <ul style="list-style-type: none"> Group research project through the Institute of Design and ChangeLabs at Stanford Partnering with an international technology company offering low-cost internet protocol television Designing a platform to connect under-developed rural communities to mainstream markets through internet protocol television, to enable the spread of solar and water technologies | |
| <i>Remote Monitoring System for Micro-Hydro Power Plants</i> | Winter - Spring 2015 |
| <ul style="list-style-type: none"> Group research project through Stanford's chapter of Engineers for a Sustainable World Working with IBEKA in Indonesia to monitor micro-hydropower generation in rural areas Engineering design of low cost sensor boards, data transmission/reception, and web interface | |
| <i>Engineering Design for Household Sanitation Networks</i> | Fall 2014 – present |
| <ul style="list-style-type: none"> Product Developer for Stanford's 're.source initiative' Design and prototype of remote monitoring and dry flush systems for pit latrines in urban slums Project website: resourcesanitation.com | |
| <i>Unique Identification of Spherical Nuclear Fuel Elements</i> | Fall 2011 – Spring 2014 |
| <ul style="list-style-type: none"> Master's degree research for nuclear engineering department Explores the current state of materials accounting for pebble fuel and identifies needs Proof of concept experiment for identifying pebble fuel through laser-based ultrasonic imaging | |
| <i>Solar-Powered Water Pump and Purification</i> | Fall 2013 |
| <ul style="list-style-type: none"> Haas School of Business Cleantech to Market program Identified market opportunities for a novel water treatment method, and recommended design modifications to encourage commercial use | |
| <i>Methods to Power Cell Phones in Rural Mozambique</i> | Spring 2013 |
| <ul style="list-style-type: none"> Four-member team in a policy analysis project through the Goldman School of Public Policy Analysis of energy development options for rural farmers in Maputo, Mozambique Creation of a best practices study, economic and socio-political analysis for rural electrification options for USAID Mozambique | |
| <i>Remote Ocean Sampling Apparatus (ROSA)</i> | Spring 2011 |
| <ul style="list-style-type: none"> Creation of a deepwater sampling system for the Scripps Institution of Oceanography Received second place prize in the San Diego ASME Design Project Challenge Project website: http://goo.gl/qW3MO | |

Education

| | |
|---|----------------|
| Wharton School, University of Pennsylvania (via Coursera) - Business Foundations. | 2016 (ongoing) |
| City University, London - MA Broadcast Journalism. Awarded AHRC scholarship. | 2010 - 2011 |
| University of Bristol - BA French and Spanish; First Class Honours. | 2005 - 2009 |
| University of Guadalajara - Study abroad exchange programme in Mexico. | 2008 |

Current employment

Co-founder & EMEA Lead, TowerPower (London), October 2015 - present

TowerPower is a startup focused on reducing fossil fuel usage in Sub-Saharan Africa through the implementation of smart renewable energy resources. My role covers business model analysis, strategy & communications, investor relations and researching ways to maximise the company's social impact.

Freelance strategist and marketer (London), August 2014 - present

Working as an independent strategist, both in the UK and abroad, I have devised programmes for a Russia-based education technology company and developed a mobile health business proposal. I have also created marketing content for established brands, including Google, ASOS and The Home Retail Group.

Languages

French- Fluent
Spanish - Fluent
Italian - Intermediate
German - Basic

Skills & courses

Google Diploma in Digital Strategy (Squared Online - 2015).
Business Development (General Assembly).
Experienced user of Microsoft Office & Adobe Suite.
Photography & filmmaking.

Previous experience

Senior producer, Agile Films (London), July 2012 - July 2014

Oversaw the production of documentaries, commercials, short films, animation projects, music videos and a wide range of online digital campaigns, both in the UK and abroad.

Editorial client liaison producer, Associated Press Television News (London), June 2011 - July 2012

Worked across several desks in the news intake department; this involved working with multiple teams around the world to ensure clients' coverage demands were met, as well as editing scripts, articles and video footage.

Freelance broadcast journalist (UK, Spain & Australia), 2009 - 2011

Researcher for news and current affairs at the BBC, ITN and Channel 4. Also worked for a Spanish language newspaper in Seville, Spain and for Channel 7 News in Melbourne, Australia.

Assistant translator and producer of conference interpreting services, SOGEDICOM (Paris), 2007-8

Translated legal documents and organised translation services for conferences in and around Paris.

Summary

Highly skilled and experienced international business development professional with an exceptional track record of relationship development and revenue generation in 50+ countries around the world

Key Accomplishments

- Generated £500,000 revenue through planning and execution of one of the first virtual exhibition halls on the nascent internet (Interpol's official website; at age 21)
- Managed £4.5 million annual revenue from a sales operation of 50 people (at age 23)
- Opened and closed deals worth tens of millions of \$USD with Fortune 500 companies in 75+ countries in the Auto, ICT, Financial, Pharmaceutical, Security and Telecoms sectors
- Built long term relationships with government ministers and senior executives in telcos, banks and technology companies across Asia, Africa, Middle East & Latin America
- Won major competitive energy tenders in countries as diverse as India and South Korea

Professional Experience

OBERITAS INC. (San Francisco)
Founder & CEO

November 2014 – Present

- International business development consultancy to help socially and environmentally positive organizations fast track their entry into rapidly growing emerging markets around the world
- Advised on market entry strategy for first client, Reliefwatch, and set up meetings with 20 leading companies in East Africa. This resulted in pilots with SABMiller, SC Johnson and others.

VERIFONE MOBILE MONEY (Auckland)

January 2012 – May 2014

Joint Venture between VeriFone Systems Inc. [NYSE:PAY] and Mobilis Networks Ltd. to provide frictionless mobile money payment acceptance at the Point-Of-Sale

Head of International Business Development

- Key member of senior management team responsible for leading all international business development and all outbound activity related to capital raising of \$25m
- Extensive international travel opening and developing relationships with mobile operators (Orange, Telenor Pakistan), financial institutions (Equity Bank, Kenya; Grameen Bank, Bangladesh) and partner organisations (MasterCard, MoneyGram)
- Opened & closed first contract with emerging market operator Digicel; then won major group contract with Airtel Africa which is active in 17 countries with annual revenues of \$1bn+

NEW ZEALAND CLEANTECH & ENVIRONMENT NETWORK (Auckland)

2011

Joint Venture between The Greenhouse (NZ's leading clean technology investment & advisory firm) & New Zealand Trade & Enterprise (NZ Government's national economic development agency)

Business Development Consultant

- Project lead responsible for all aspects of developing the first and only online resource connecting New Zealand's cleantech industry with international markets, distributors and investors

ITE GROUP PLC (London)

2009– 2010

FTSE 250 company and one of the world's leading organizers of trade exhibitions and conferences

Head of Business Development

- Hired to win contracts for major international energy congresses in key developing markets (event revenue ranged between £1 - £10 million sterling)
- Won highly competitive tenders for Petrotech 2010, Asia's biggest and most prestigious biennial energy conference and exhibition (New Delhi, India) and the 2013 World Energy Congress, the world's largest and most influential energy summit (Daegu, South Korea)

THE NEWSMARKET (London) 2007– 2008

The global leader in digital video distribution used by 30,000 media outlets in 190 countries

Business Development Director

- Hired to build an in-house team selling The NewsMarket's online video marketing and distribution platform to corporations and public sector bodies across Europe
- Opened and closed a number of key accounts including Aviva, Hamburg Tourism, Lufthansa, Porsche, Syngenta, Volkswagen & Zurich Financial Services

WORLD SUMMITS ORGANISATION (London) 2002– 2006

Provider of knowledge dissemination and networking opportunities to technology decision makers in key emerging markets

Co-Founder & Business Development Director

- Launched two annual telecommunications summits, one for Africa & Middle East, and one for Latin America & Caribbean - both events generated £250,000 in first year
- Relocated to Asia (2003 -2004) and launched annual telecommunications summit for the Asia Pacific region - inaugural event generated £350,000
- Built sales team of 8 and launched three annual cargo & border security summits
- Formed relationships with government ministers and Fortune 500 C-level execs in 60+ countries
- Opened and closed 50+ key accounts including Alcatel, BT, Cisco, Dell, Huawei, HP, IBM, Microsoft, NEC, Nokia, Oracle, SAP, Siemens, Telefonica, Verizon and Vodacom
- Closed first multi- event deal with Motorola for £150,000 (2005)

DATACENTERDYNAMICS (London) 2000- 2002

The leading media company for the global datacenter industry

Sales Manager

- Generated 150% increase in revenue through building and managing a sales team of 8 people
- Launched global conference series which now consists of 40 annual events around the world, generating well in excess of £5m

KPL - part of the IIR GROUP (London) 1994– 2000

One of the UK's leading publishers of official reference books and websites for major international organisations such as the European Commission, Interpol, and the Chartered Institute of Bankers

General Sales Manager/ Sales Manager/ Sales Executive

- Managed five other sales managers whilst running the highest revenue generating team
- Highest revenue generating manager in company history - in Q4 1998 generated over 70% of company revenue with 20% of sales force
- Managed 4 yearbooks and 2 websites generating annual revenues of £2 million+
- First person in company history to achieve £350,000 revenue in a 12 month period

Education

- BA (Hons) 2:1 degree in Anthropology – University of Durham, UK 1994 - 1997
- 3 A-levels (A,B,B), 11 GCSEs (10 A, 1 B) – Haberdashers' Aske's School, UK

Interests

Sustainable development; transitioning to a steady state economy; independent travel; kite surfing; fine wine & craft beer

References are available on LinkedIn profile - <http://www.linkedin.com/in/okharris>