

Robert Kirschner

ROBERT KIRSCHNER

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DESCRIPTION

Tested and competent, get-the-job-done, hands-on, shirtsleeves-up, sense-of-urgency start-up, early-stage, growth stage business professional. Particularly adept at legal and operational company formation. Exceptional depth and breadth of business experience and expertise. Strong academic credentials, was licensed as attorney and CPA.

STATEMENT

There are many people who have expertise in one field or another and maybe some who have cross-expertise. Some are functional experts, others business experts from a high level. Very few are hands-on, sleeves-up, broad-based experts with my experience, ability and credentials. This distinguishes me from most others. Working in telecom, nanotechnology, biotechnology, aerodynamics and consumer products, and consulting for other industries provides business expertise that is readily transferable to most functions and industries.

I am the business guy providing the business foundation start-ups need. Much like a house cannot stand in strong winds without a good block and mortar foundation, so too start-ups need good business foundations for founders to focus upon product development and market entry.

ACHIEVEMENTS

- Establishing P2P internet platform/database start-up funding intermediary (see below).
- Establishing The Center for Entrepreneurs, Innovators & Growth (see below).
- Wrote Have Your Own Business comprehensive start-up manual.
- Headed 6 start-up companies.
- Co-founded 3 start-up companies.
- Successfully exited from co-founded start-up.
- Learned what to do and not to do from each of the start-ups.
- Learned to creatively problem solve and to succeed when adversity strikes.
- Learned to evaluate financial risk and understand tolerable risk under varying scenarios.
- Senior management with large US holding company.
- Member of senior management mergers and acquisitions team.
- Managed \$300 million debt portfolio.
- Headed HR, established leadership continuity plan and salary grade program.
- Created national economic development program covering 30 US states.
- Managed government and regulatory relationships.
- Was “expert” rate of return, accounting, and depreciation rate-making witness.
- Served as Director of Pricing.
- Created use right acquisition corporate entity.

HANDS-ON, EXPERIENCED-BASED CORE COMPETENCIES

Senior Management Leadership – Large-company and start-up experience. Senior management and officer for US holding company with 100 subsidiaries in 30 states.

Start-up Companies – Headed 6 start-up companies.

Business Development – Each start-up with business development/marketing/sales component.

Strategic Planning – Member of senior strategic planning team for large US holding company; provided strategic planning for each of the start-ups based upon market research and competitive analysis.

M&A – Member of M&A team for large US holding company.

Innovation Management

Change Management – Embraced change for large company and start-ups.

Project Management – Each start-up company is similar to a project; created national economic development program, leadership continuity plan and salary grade program, each of which is similar to a project.

Economic Development – Created and implemented US economic development program that covered 30 states.

Business Consulting – Provided consulting services to the start-ups.

P&L – Ultimate responsibility for budgeting and achieving the bottom line.

Finance, Accounting, Law, Human Resources –

- **Finance** – MBA-Finance; created framework and offering document for funding intermediary; extensive experience with funding for start-up and early stage companies; responsible for \$300 million debt portfolio
- **Accounting** – BBA/CPA, served as accounting manager
- **Law** – JD; worked with IP and contract law
- **Human Resources** – served as VP-HR; expanded HR function including creating and implementing leadership continuity plan and salary grade program.

Government Relations – worked as a shadow lobbyist for 10 years with monthly visits to DC to meet with US Department and 3 national industry associations.

Regulatory Affairs – served as Director of Regulatory Affairs for holding company operating in 30 states; also served as Director of Pricing.

Equity Offerings – private offerings including offering documents and contacting and working with investors.

Business and Marketing Plans

PROFESSIONAL BACKGROUND (chronological with current first)

President & CEO, The Exchange for Early Stage Investment (2014-present)

Funding intermediary.

Founder & CEO, The Center for Entrepreneurs, Innovators & Growth (2013-present)

Provides business services for start-up, seed to/through early stage.

Founder & CEO, Early Stage Technologies (2010-present)

Licenses and commercializes early stage technologies.

Co-Founder & CEO, Plastron Shielding Technologies (2011-2013)

Nanotechnology.

Co-Founder & CEO, CoFlow Dynamics (2011-2012)

Aerodynamic technology.

Sabbatical (2005-2009)

Lived in Krakow and Buenos Aires, visited Moscow and St. Petersburg, Croatia, 2 extended stays in Romania, and more recent visits to Sydney, Copenhagen and Sweden.

Founder and CEO, Kirschner Law Office (2004-2006)

Legal and business services.

Co-Founder & CEO, aOvaTechnologies (2001-2005)

Biotechnology. Completed phase 1 & 2 equity funding, product development, US and European field trials, business and strategic implementation plan, received multiple grants.

CEO, NuWave Communications

Telecom. \$200 million phase 1 capital expenditures.

CEO, IdeaOne Telecom Group

Telecom. Built and placed into service infrastructure, prepared budget and marketing plan, staffed and established administrative policies and benefits plans.

COO, Classic Telephone

Telecom. Built and placed into service infrastructure. Responsibilities included strategic planning, operations, staffing and generating capital.

VP, TDS Telecom

Holding company with 100 subsidiaries in 30 states. Responsibilities included -

Finance – managed 1/3 billion debt portfolio.

Mergers & Acquisitions – created acquisition evaluation model; transitioned acquisitions.

Strategic Planning – member of senior management strategic planning team.

Economic Development – established national economic development program.

Human Resources – created Leadership Continuity and Salary Grade programs.

Pricing Director – priced products and services.

President MCC – responsible for investor and lender relationships and consolidated financials for stand-alone subsidiary's parent.

President Utelco – responsible for bottom-line operational transformation and results for Chapter 11 acquired stand-alone subsidiary.

EDUCATION

JD – University of Wisconsin (corporate law with finance, M&A, international and HR emphasis)

MBA Finance, Investment & Banking – University of Wisconsin

BBA Accounting (CPA) – University of Wisconsin