

David Slavich MBA
3633 Jackson Street, San Francisco, CA
(415) 215 1466; david@slavichcapital.com
<https://www.linkedin.com/in/dslavich/>

Summary

A self directed and initiative taking Business Development/M&A expert, adept at sourcing, evaluating, negotiating and executing strategic opportunities through the full deal cycle. Passionate about driving high impact technology to solve problems and improve the lives of people on a global scale. Experienced in managing and inspiring cross-functional teams to deliver excellence to stakeholders and clients.

CORE COMPETENCIES

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|-----------------------------|---------------------------------|---------------------------------|
| • Strategic Initiatives | • Contract Management | • Technology Identification |
| • Proposal Development | • Techno-Economic Modeling | • Deal & Investor Sourcing |
| • Project Management | • Client & Investor Management | • Creative Problem Solving |
| • Negotiation & Influencing | • Team Management & Development | • Communication & Collaboration |
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KEY ACHIEVEMENTS

Slavich and Sons Capital Advisory LLC, San Francisco CA (Jan 2016 - Present)

Founder, Managing Partner

- Fundraised \$150 M for a greenfield private airport in Moscow, sourced investors, and negotiated contracts
- Develop strategy and structure for Series A fundraise for SF-based technology startup and Indiegogo top 1% all-star
- Strategically advised Silicon Valley-based SaaS chat bot technology company
- Advised Biofilter technology startup looking for strategic partnerships
- Successfully seed funded green, electric-cycle concept part of the Infinity Accelerator
- Sourced, evaluated, and negotiated all company contracts while managing a team of cross-functional specialists

Somerley Limited Hong Kong (Aug 2013 - Dec 2015)

Cross-Border Mergers & Acquisition Manager

- Drove a \$120 M sale of a UK-based ROV company and an \$8 M sale of an ASX-listed biogas-to-energy company
- Identified and sourced company's first startup contracts with Dance Biopharm inhaled insulin, a Denver-based smart materials startup for a fundraise of \$18 M, and the Hong Kong-based IOT, smart picture, frame company
- Managed and balanced client needs with company resources resulting in efficient project process flow
- Managed 3-4 active deals, 5-10 leads, while hitting 100% of assigned KPI's on a quarterly basis
- Created partnerships/alliances with Mark Wong Associates, HK, DJ Carmichael, Australia and Harris Williams, USA

Synthesis Energy Systems Inc., Shanghai China (Feb 2008 - Jul 2013)

Director India Projects, New Delhi, India (Jul 2011 - Jul 2013)

Business Development Manager, Shanghai (Feb 2008 - Jul 2011)

- Designed corporate initiatives growth frame work for new markets and opened company's office in India
 - Developed a project pipeline of \$20 M in licensing fees
 - Directed a partnership with the Adventz Group and investment of \$5 M into SES' NASDAQ listed entity
 - Signed a tri-party strategic marketing alliance with two of India's largest companies Adventz Group and L&T
 - Led the signing of a strategic alliance with GE Package Power Inc. to market modular gasification to power systems
 - Coordinated cross-functional engineering teams, design and product teams in the evaluation of licensing contracts, technology solutions, and other techno-economic modeling for proposals, product optimization, and sample testing
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EDUCATION AND CERTIFICATIONS

- Digital Marketing Certificate, General Assembly, Hong Kong, 2015
 - HKSI Practicing Certificate, Hong Kong Securities Institute, Hong Kong, 2015
 - MBA in Finance, Fordham Gabelli School of Business, New York, NY 2008
 - BA in Psychology, Emphasis Molecular Cell Biology, University of California, Berkeley, CA, 2005
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SKILLS

IT: Office 365 Business Suite, MS Cloud, Adobe Creative Suite, Bloomberg, Prezi, Salesforce, Merger Markets
Languages: English (Native Speaker) and Mandarin (Fluent)
