

David K. de Jesus

Venture Builder, Angel Investor, Startup Mentor, Former Software Engineer

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Corporate Development Senior Associate / Deal Lead

Objective to transition into a full-time role in corporate development at a growth stage company. Completed education in venture capital, private equity, and alternative assets investing. Proficiencies include financial modeling, business valuations, funding strategy, and deal flow generation. Posses a high degree of intellectual curiosity, and deep understanding of industry trends.

Professional Work Experience

Established a track record of deals executed and established a network in the capital markets. In a three year period, advised and managed direct investments in 22 early-stage companies, with successful syndication, deployed \$1 million in financing, resulting in \$10 million raised, displaying a proven capacity to manage numerous work streams across a portfolio.

Skills Profile

- Business Valuations & Modeling
 - Market Research & Diligence
 - Effective Communications
 - Deal Financing / Structuring
 - Deal Negotiations
 - Public Speaking
 - Programming (data, web)
 - Digital Funnels
 - Growth Hacking
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Krypton Ventures

Venture Partner & Fund Advisor | Remote

12/2021 - Present

Krypton Ventures Studio Fund focus is pre-ICO crypto projects. Focus on preparation for token launch on both centralized and decentralized token exchanges.

- Fund Advisory, Fundraising Strategy, Operational Playbook, Deal Flow Generation, Investor Relations
- Outcomes: 320x Public Token Raise, 3 Family Offices, 900 Top-of-funnel Crypto Investors, \$10M Crypto fund

Action Ventures Investment Syndicate

Founder & Managing Director | Remote

2020 - 2022

Action Ventures was launched in partnership with Venture University, as a primer for emerging fund managers to manage and operate a non-committed fund practice.

- Leading syndication deals in early-stage tech startups, investor relations, fund management
- Outcomes: 22 companies invested, 2 exits, 1200 deals reviewed, 100 LPs, \$1M deployed, 60% IRR, 2 hires

AUGx

Founder & Operator | Digital Innovation Studio | Greater Los Angeles, CA

2016 - 2019

AUGx was launched to fill an innovation gap at Red Bull by strategically evaluating a pipeline of companies in the sports performance, lifestyle, and fitness sector to establish working relationships with Corporate Partners to enrich the high-performance athletic program.

- Corporate innovation, strategic partnerships, business development, active portfolio management
 - Outcomes: Seven figure revenue in contracts signed, 6 hires, 1 large corporate client, 12 deals, 1 client exit
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Work History

From 2008-2017, held software developer/engineer roles in companies such as Red Bull Media House and Microsoft Corporation. Progressed to senior titles, indicating a high-level commitment to learning and a growth mindset.

Stewardship

Volunteering in mentor roles at programs such as Venture University, M-Accelerator, Parallel-18, and GenZVC where 2 mentees were placed in VC roles. Founded The Gallery community to support 200 emerging venture studios.

Certificates & Education

Kauffman Fellows / Venture Deals - Venture Capital - Credential

2020

Harvard Business School Online - Private Equity & Alternative Investments - Certification

2020

Venture University - Full Time Venture Capital Fellowship - Fellow

2020

University of Phoenix - BSc Business Management - Degree

2008

References, Proforma, and Writing Samples Upon Request