

Benjamin Martin

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PROFESSIONAL HISTORY

The Morino Institute, Reston, Virginia (www.netpreneur.org)

Director, Investor Services, Netpreneur Program (November, 1999 to Present)

- Source and manage deal flow for all Netpreneur Funding & Finance programs: analyze and screen business plans and interview selected early stage technology companies to identify potential candidates for venture funding
- Collaborate with promising early stage technology companies to develop capital formation and business strategies
- Develop and manage relationships with institutional venture capital funds, private equity investor groups, angel investors, professional service providers, regional technology organizations and early stage technology companies
- Connect early stage technology entrepreneurs with targeted resources, advisors, partners, customers, investors and service providers
- Direct Netpreneur Funding & Finance programs, series, events and online resources including: Netpreneur Exchange Website, Netpreneur *Meet the Investor* venture capital series, Netpreneur/Draper Atlantic FastPitch, Netpreneur Early Stage venture forum, Ernst & Young/Walker Ventures/Netpreneur *Meet the Entrepreneurs* Venture Forum
- Partner with regional investors, entrepreneurship organizations, technology councils and professional service providers to conceptualize and produce offerings that benefit early stage technology entrepreneurs within the Greater Washington, DC region
- Produce Netpreneur signature events featuring thought leaders in entrepreneurship and technology, as well as co-produce Netpreneur partner events, including: Mid-Atlantic Venture Association Capital Connection, MAVA/Venture Economics/PwC MoneyTree, and DC Tech Early Stage Venture Forum

American Chemical Society, Washington, D.C. (www.acs.org)

Technology Analyst III, Advanced Technology Department (August, 1995 to October, 1999)

- Advised the Chief Technology Officer, Research & Development Group and Electronic Productions Group on a wide range of technology-related issues
- Managed projects relating to new product and service development
- Researched products, services and technologies pertaining to the Internet, digital publishing, e-commerce, multimedia and consumer electronics
- Recommended the adoption of new technologies, products and services for use in the development and production of new and existing electronic publications and services
- Advised ACS staff, members and subscribers on diverse technical issues
- Attended and reported on Publishing and Internet industry conferences and seminars
- Represented the ACS Publications Division in various corporate and organizational activities

Assistant Analyst, Division of Finance (August, 1993 to August, 1995)

- Reported directly to the Director of Financial Controls and Analysis
- Modeled financial projections and scenarios
- Analyzed budgets on an organization-wide level
- Edited the semi-annual presentation on financial performance given by the Director of Finance to the ACS Board of Directors

EDUCATION

The George Washington University, Washington, D.C. (www.gwu.edu)

Master of Science in Information Systems (MS) focusing on **Business Technology**, January 1999

Master of Business Administration (MBA) focusing on **Finance and Investments**, August 1996

West Virginia University, Morgantown, West Virginia (www.wvu.edu)

Bachelor of Science in Business Administration (BS) focusing on **Corporate Finance**, December 1992

Bachelor of Arts (BA) in **Philosophy**, December 1992

PROFESSIONAL ACTIVITIES

Mid-Atlantic Venture Association (www.mava.org)

2002: MAVA/Netpreneur Entrepreneur Survey
2001: Capital Connection 2001; Capital Connection Bootcamp Committee
2000: Capital Connection 2000; Capital Connection Bootcamp Committee
1999: Mid-Atlantic Venture Fair; Early stage Forum

DC Technology Council (www.dctechcouncil.org)

2002-2003: Early Stage Capital Formation Committee; Early Stage Capital Forum Bootcamp Committee Co-Chair
2001-2002: Early Stage Capital Formation Committee; Early Stage Capital Forum Bootcamp Committee Co-Chair
2000-2001: Early Stage Capital Formation Committee; Early Stage Capital Forum Selection Committee
1999-2000: Early Stage Capital Formation Committee; Early Stage Capital Forum Selection Committee

Northern Virginia Technology Council (www.nvtc.org)

2002-2003: Venture Capital Committee
2002: Early Stage Committee; "Angel Investing in 2002" event sub-committee
2001-2002: Early Stage Committee

University of Maryland (www.umd.edu)

2002: Guest lecturer: "The Early Stage Capital Formation Process"

Society for Business Technology

1998-1999: Founder/Executive Director

- Conceptualized and chartered the networking organization for business technology professionals
- Lead team of 20 officers and committee members in conducting society business for a member base of over 150 professionals

SKILLS

Finance: Early stage capital formation; investor presentations; financial statement analysis; corporate valuation; financial modeling; financial and management accounting; business strategy formulation and implementation; investment analysis; portfolio management; new venture initiation and funding; financial decision making; 3-dimensional data visualization and modeling; neural networks for financial forecasting

Information Technology: Multimedia authoring and design; Website design and administration; CD-ROM mastering; local area network administration; Microsoft Visual Basic .NET programming; UNIX scripting; SQL; HTML coding; SGML coding; communications network architecture design and implementation; database design and implementation

Software: UNIX, Solaris 2.6, Windows 2000/XP Professional, Mac OS, Korn Shell scripting, Microsoft Visual Basic .NET, Microsoft Office XP (Front Page 2002, Word 2002, Excel 2002, Access 2002, PowerPoint 2002, Outlook 2002, NetMeeting), Microsoft Project 2000, WebTrends Enterprise Suite server statistics analysis tools

OTHER

Honors: WVU College of Arts & Sciences Dean's List; Golden Key National Honor Society; WVU Order of the Grail Honorary; Beta Theta Pi fraternity