

Serial Global Entrepreneur, VC Partner, Board Advisor

A True Innovator In Investing and Business

paul@reciprocityroi.com (Email) www.linkedin.com/in/businessmanathletemarine (LinkedIn) www.paulclaxton.io (Personal CV)

Los Angeles, CA | Europe | New York, New York 763-307-4269 (Cell: Call/Text)

Able to Travel - References Upon Request as Needed and As Relevant

PAUL ANTHONY CLAXTON

PROFESSIONAL SUMMARY

I am an Honorably discharged U.S. Marine and accomplished Global Serial Entrepreneur. Before my time as a private sector executive, I was a public sector executive in the Marine Corps. During that time, I did 4 tours in Iraq starting with the 2003 Invasion of Iraq. Transitioning to my time as a corporate executive and entrepreneur, I built several businesses and lived in a few different countries which has allowed me to achieve more of a global, well-rounded perspective. I have served as a venture partner, mentor, board advisor and entrepreneur to a number of different executives and companies, startups and venture capital firms. Most of my work as an entrepreneur so far has been in the healthcare and manufacturing industries where we focus on technology for good and sustainable impact. Over the years I have consistently spoken about entrepreneurship and organizational leadership at dozens of events and organizations and to include examples; the International Trade Council and the Silicon Rotary Club. I also continue to volunteer my time by mentoring executives on various professional mediums. I have mentored close to 200 executives on business, entrepreneurship, leadership and I continue to do this daily as my way of giving back through my experiences. Some of these executives have worked at companies like Facebook, the United Nations, and are quite renowned themselves.

HOW I VIEW BUSINESS AND CAPITALISM

Capitalism isn't about making money at its core, that's only a byproduct reward. To me it's about advancement for the greater good and improving people's lives. I'll make a statement on the world by using technology, best business practices and leadership to improve people's lives. Live Long and Prosper. I truly believe capitalism is about capitalizing on opportunities to pay it forward. SEMPER FI!

HOW I VIEW ENTREPRENEURSHIP IN QUOTES

"If you are not trying to take over the world and you are an entrepreneur, then what are you doing?" - PC

"I believe people become entrepreneurs because they strive to put it all on the line to make the world a better place and improve the lives of others" - PC

"When something is important enough, you do it even if the odds are not in your favor" Elon Musk

KNOWLEDGE AREAS

- Business Analysis
- Technology Innovation and Product Strategy
- Building Teams and Scalable Operations
- Contingency Labor and Supply Chain Resources
- Marketing and Growth Hacks
- Venture Capital
- PR/Media and Public Speaking
- Global Markets
- Bootstrapping Companies/LEAN approach
- Dealmaking/Architecting the Deal From Nothing

FOCUS AREAS

- Less Talk; i.e. More Execution and Action
- Results
- Commitment and Consistency
- Endurance
- Resilience and high-risk propensity
- Continuous Improvement and Humility
- Diversity and Inclusion

MARKETS

- Sofia Tech Park, Bulgaria
- Dublin, Ireland
- London, United Kingdom
- Tijuana, Mexico
- China
- United States
- Muscat, Oman

DOMAIN AREAS

- Robotics (Robotics Inspire Technologies i.e. Artificial Intelligence, Machine Learning etc.)
- Virtual Reality and Augmented Reality
- Smart Technologies and IoT

PROFESSIONAL EXPERIENCE

Reciprocity ROI, LLC and Partners, Founder/CEO of Reciprocity ROI, – Awarded Consulting Firm, Minneapolis, MN, 2016 – Present

Before we do business, we ensure that the ROI potential is significant, and we support the ROI potential with resources from our subsidiary companies and partners. Together we invest our money and resources into already profitable, but rare opportunities that make sense as well as things we like and people we like and our partnerships that span the globe. I continue to work with family offices, funds of funds, HNWI/UHNWI, institutional investors, universities and corporate venture innovation divisions across the globe. **Connected to TOP 50 Family Offices in the world.**

- My company has secured numerous banking and funding partners to assist startups with all sorts of funding e.g. mezzanine, debt, equity, lease-buy-back/venture leasing, escrow, and revenue-based finance
- **Venture Partner to Venture Capital Firms and Constituents with many decision makers across the funding space**
- Started and led multi-million dollar international joint ventures
- Built board advisory team and to include engaging VAYNERMEDIA (Gary Vaynerchuk's agency) for board advisor role with Reciprocity ROI, LLC as well as www.BlazePR.com (PR firm for Floyd Mayweather)
- Engaged on innovation efforts with many large companies like Toyota, Festo and Sodexo
- Secured opportunity in San Francisco and Asia to purchase a cutting-edge technology for approximately 100mm USD
- I have realized millions of dollars in revenue opportunities for ourselves and our clients
- Built revenue to 200k annual reoccurring within 90 days
- Built company to a staff of approximately 15 people and 50 on/off consultants
- Delivered well over 300k worth of profitable business and over 1 million dollars in pipeline to client within 4 months of engagement
- Built and designed operational procedures for company and clients
- Constructed a 3.6 million-dollar budget and proposal of a new product in support of ELD government mandate
- Directed merger and acquisition endeavors for private and publicly traded companies
- Led the effort to build and manage channel partners and white-label services
- Engaged executives at Microsoft to contend and contribute to infrastructure projects in Dubai
- Council Member in Gerson Lehrman Group
- **Led teams on multiple funding and acquisition efforts between 150k and \$4 million**
- Drove decisions and initiatives to build a new IT vertical in Minneapolis which includes the transfer of a large 3M account, due to the acquisition of a local Minneapolis IT company
- Managed reporting from subordinates on contingency labor initiatives
- Board Advisor to www.SpineNation.com
- Board Advisor to ex-NFL Football Player for Cincinnati Bengals; TJ Wright of www.horizonhover.com
- International Manager of Private Office in Oman; www.abdulwahaboffice.com

- Successfully raised over 7-figures through Limited Partners for and pipelined 50mm plus for follow-on funds
- Leading one of my companies to conduct a monumental physics approved project on the **International Space Station**
- **Chairperson to a local Minneapolis chapter for International Trade Council**
- Leading a company with several patents in AI/Physics where we are building technologies for infrastructure over multi-year periods
- Board advisor for diversity and inclusion company
- Interacted daily and mentored at several accelerators across the globe
- My company was recruited by Samsung to help run their pitch events for their innovation and research accelerator
- Extensive reach into DoD territory and entities such as Afwerx www.afwerx.com
- Asked to participate as a judge and mentor in the [Rutgers Entrepreneurial Society](http://RutgersEntrepreneurialSociety) and the Conrad Challenge www.conradchallenge.org and other relevant programs
- Founding team member executive in a pharma company where I work closely with the CEO who sold his previous company for \$1.9bn USD
- Distribution partner to GS1 US www.gs1.org and partner to www.dlapiper.com and multiple VCs in the African continent, the UK and the USA

EDUCATION

- Park University, Parkville, MO, BS Law, 2009
- Harvard University Extension School, Cambridge, MA, MA Finance, Ongoing
- SQL Server Training Conference, Minneapolis, MN, 2013
- 3-day Danny Cahill Sales Conference Training, Hartford, CT, 2012
- Operational Management and Leadership Courses, Military, 2011

ORGANIZATIONS AND VOLUNTEERING

- NFTE (Network for Teaching Entrepreneurship) – Volunteer, 2018
- Toastmasters International – Member, 2017
- Your Corporate Allies – Venue Manager, 2016
- VFW (Veterans of Foreign Wars) – Member, 2014
- Gerson Lerhman Group (GLG) – Council Member, 2018
- Veterati – [Veteran Business Mentor](#), 2019
- Torch.io - Business Mentor, 2020 (profile not publicly sharable)
- **Board Advisor to Cyber and Technology Programs at Ithaca College [Profile](#)**

AWARDS

- Command Operations Center Mission Excellence Award (Commendation award given for excellent work as an operations manager)
- Excellence in Fitness Standards Award (Given for enforcement in maintaining fitness standards of excellence amongst Marines)
- Performance and Conduct Award given for exemplary professional performance and conduct (Received twice)
- Logistical Transport Operations Award (Meritorious Mast Award for exceptional performance logistical transport initiatives for recruiting operations at the Minneapolis-St. Paul – MEPS – Military Entrance Processing Station)
- Formal letter of recognition (For assisting in the fitness and suicide awareness and prevention of Marines)
- Operational Excellence Award given by U.S. Marine Corps Major General Timothy C. Hanifen (For exemplary performance as an administrative operations manager)
- Recognized twice by Link Executive Search for outstanding sales
- Recognized in Minneapolis-St. Paul Business Journal under "People on the Move" [section](#):
- Nominated for the 2018 Entrepreneur Awards and awarded for Small Business Awards of 2019 by www.CV-Magazine.com
- **[40 under 40](#) by San Diego Business Journal, 2021**

SECURITY CLEARANCE

- Secret (expired/inactive)

PUBLICATIONS AND PODCASTS

- [LinkedIn Publications](#)
- www.BuildingtheNucleus.com - Personal Authorship. Business book due to be released late 2022
- [Co-Authored a Business book](#)
- Handpicked to interview for a chapter an Amazon Best Seller: 7-Figure Minds

PUBLIC APPEARANCES ONLY

- www.paulclaxton.io **Public speaking page**

OTHER

- Member of www.PARA.expert - The Professional Association of Robotics and Automation
- Member of www.Greentech.Earth - Out of 1,000 companies, Reciprocity ROI, LLC was selected to be part of this organization focused on ESG's; community of 500+ Greentech companies 500+ top tier VCs, media and experts
- Hand-selected and recruited through www.TargetHype.com as an anonymous VR EXPERT for a market research study on its usage in business and consumer settings.

Personal Statement

While I cannot list all of my doings in this resume, I will leave you with a heartfelt personal statement below:

I love launching companies. I love entrepreneurship. I am a continuous learner who loves what the unknown journey brings. I believe there are more problems in the world than solutions, and we need innovation to drive the new solutions to issues we have not solved or even considered looking at yet from a global level. I believe business needs to be redefined by innovation and diversity in all aspects, and people are at the heart of that, but technology is the catalyst. I have experienced costly failures as an entrepreneur, but those failures have turned into more lucrative successes, therefore trumping the failures. I think about my failures daily, I dream about them, and it keeps me humble and non-complacent which is the perfect mixture to attain ultimate success. I love entrepreneurship not just as a business endeavor, but as a way of looking at and living life.