

# Serial Global Entrepreneur, Advisor, Board Member

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**Able to Travel - References Upon Request**

## **PAUL ANTHONY CLAXTON**

### PROFESSIONAL SUMMARY

I am a 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.

### 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

- Marketing and Growth Hacks
- Venture Capital
- Business Analysis
- Technology Innovation and Product Strategy
- Building Teams and Scalable Operations
- Contingency Labor and Supply Chain Resources
- 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

## MARKETS

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

## 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
- Venture Partner to Robotics Hub Venture Capital Fund Constituent with many decision makers in venture capital firms with 3 billion or more under management
- 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](http://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 closed millions of dollars in revenue for ourselves and our clients
- Built revenue to 200k annual reoccurring within 90 days
- Built company to a staff of approximately 15 people
- Delivered well over 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](http://www.SpineNation.com)
- Board Advisor to ex-NFL Football Player for Cincinnati Bengals; TJ Wright of [www.horizonhover.com](http://www.horizonhover.com)
- International Manager of Private Office in Oman; [www.abdulwahaboffice.com](http://www.abdulwahaboffice.com)

## 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 Lehman Group (GLG) – Council Member, 2018
- Veterati – Veteran Business Mentor, 2019 ([www.bit.ly/3qLM3Hd](http://www.bit.ly/3qLM3Hd))
- Torch.io - Business Mentor, 2020 (profile not publicly sharable)

## 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: [www./bit.ly/1dj1Cz5](http://www./bit.ly/1dj1Cz5)
- Nominated for the 2018 Entrepreneur Awards
- Awarded for Small Business Awards of 2019 by [www.CV-Magazine.com](http://www.CV-Magazine.com)

## SECURITY CLEARANCE

- Secret (expired/inactive)

## PUBLICATIONS AND PODCASTS

- [www.linkedin.com/in/businessmanathletemarine/detail/recent-activity/posts/](http://www.linkedin.com/in/businessmanathletemarine/detail/recent-activity/posts/) and [www.BuilingtheNucleus.com](http://www.BuilingtheNucleus.com)
- In June 2021 I am scheduled to appear as a co-author in a business book by [www.MissionMatters.com](http://www.MissionMatters.com)
- Handpicked to interview for a chapter an Amazon Best Seller: 7-Figure Minds

## PUBLIC APPEARANCES ONLY

- [www.bambusinesses.com/podcasts-and-conferences](http://www.bambusinesses.com/podcasts-and-conferences)

## OTHER

- Member of [www.PARA.expert](http://www.PARA.expert) - The Professional Association of Robotics and Automation
- Member of [www.Greentech.Earth](http://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
- Handselected and recruited through [www.TargetHype.com](http://www.TargetHype.com) as an anonymous VR EXPERT for a market research study on its usage in business and consumer settings.