

Advisor and Board Member

paul.claxton@reciprocity-roi.com (Email) <https://www.linkedin.com/in/businessmanathletemarine> (LinkedIn) www.bambusinesses.com (Personal)
Los Angeles, CA | Europe | New York, New York 763-307-4269 (Cell: Call/Text)

Able to Travel - References Upon Request

PAUL ANTHONY CLAXTON

SUMMARY

Honorably discharged U.S. Marine and accomplished Technology Consultant with strong experience in operations management, business development (sales hunter mentality), marketing, SaaS applications, solution delivery, project management and software implementation projects. Strong leader skilled at developing and maintaining relationships with all levels including, business leaders, executives, PMO, procurement, HR, supply chain, marketing, sales reps, team members, and external parties in order to fully execute project plans. I have collaborated with leaders at all levels to complete software implementations for thousands of end users, where together we successfully hired software developers to build applications for large scale operations and highly classified government applications. I am a businessman with access to financial platforms and resources to scale LEAN as I am an advocate of the bootstrapped startup approach. **Expansive experience securing rounds of private equity.**

- Honorably discharged U.S. Marine with 11 years of service and 4 tours in Iraq amounting to about 36 months e.g. 2003 Invasion, 2004, 2007-2008, 2009
- Environments: Staffing, Military, Sales and Marketing, SaaS, Cloud based solutions, Agile SDLC, Enterprise planning and forecasting
- Support processes: 6 years developing support requirements for software applications, strategy development sessions, territory planning, networking
- Enterprise Software: ERP, LMS, Business Management Software, Hosted and non-hosted software,
- Salesforce, LinkedIn, ACT Databases
- Communication: Skilled listener, presenter and written communicator
- Operations: Skilled in establishing command center support responses
- Interpersonal: Adept at enabling points of view with respect
- Government Contracts: Ensured team compliance with TripWire budgets for government contracts
- Status Metrics: Developed innovative, operational status reports
- Team Management: Managed a global, outsourced multi-cultural implementation team of 3-5 people, held decision-making positions within the Software Development Lifecycle (SDLC)
- Produced opportunity for a 500 attendee, 50 booth exhibit Minneapolis Cyber Security Conference where I arranged for 2 people from my companies to speak on the conference panel next to an FBI keynote speaker and other panel speakers from Land O' Lakes, Varde Partners and Stratosphere Networks.
- Producing a 100 million dollar purchasing opportunity for venture capital funds
- Board Member and Advisor to several companies in robotics, 5g IoT, and Health-Tech

KNOWLEDGE BACKGROUND

- Marketing and Growth Hacks
- Venture Capital
- Business Analysis
- Innovation and Product Strategy
- Building Teams and Scalable Operations
- Contingency Labor and Supply Chain Resources
- Public Relations
- Global Markets
- Bootstrapping Companies/LEAN approach

PROFESSIONAL EXPERIENCE

Reciprocity ROI, LLC and Partners, Founder/CEO and Co-Founder of Reciprocity ROI, – Bootstrapped Startup, Minneapolis, MN, 2016 – Present

- Our verticals include AR, VR, AI, Commercial Infrastructure, Real Estate, Rare Assets and Properties, and Fine Arts.
- 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 span the globe
- Board Advisor 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 Vaynerchuck's agency) for board advisor role with Reciprocity ROI, LLC
- Innovation engagements include 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
- We 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 over 300k worth of profitable business and over 1 million dollars in pipeline to client within 4 months of engagement**
- Achieved over 150 percent of goal
- 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**
- In charge of the formation and set up of support structure for second MVP buildout e.g. Gantt charts, Product Lifecycle Forecast, Marketing, Value Props, Pitch Deck, Incorporation, Recruitment, Mock-Ups etc.
- **Facilitated acquisition endeavors for private and publicly traded companies**
- Built and managed channel partners and white-label services
- Managed team of sales people, product leads and developers
- **Engaged executives at Microsoft to contend and contribute to infrastructure projects in Dubai**
- Mentored and advised clients and team members on best practices
- Worked closely on funding round initiatives e.g. Angel, Seed, VC
- Managed the product lifecycle and product design and development of mobile applications and enterprise applications
- Adviser to multiple businesses and Startups
- **Council Member in Gerson Lehrman Group**
- **Managed multiple funding and acquisition efforts between 150k and \$4 million**
- Managed all company back office operations e.g. website creation, creation of case studies, whitepaper creation, brochures, customer database, proposal formats, invoicing, construction of contracts and other company documentation
- Consistently provided management and guidance on weekly kickoff and weekly wrap up meetings
- Developed and tracked metrics for our entire team
- Laid out company structure and assigned roles pertaining to each of our solution areas
- Determined customer acquisition to lifetime value when developing proposals
- Drove 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 a contingency labor initiatives
- Started a non-profit **TripleForce.org**

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
- Started a non-profit **TripleForce.org**

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: <https://bit.ly/1dj1Cz5>
- Nominated for the **2018 Entrepreneur Awards**
- **Awarded for Small Business Awards of 2019** by www.CV-Magazine.com

SECURITY CLEARANCE

- Secret (expired/inactive)

PUBLICATIONS AND PODCASTS

- <https://www.linkedin.com/in/businessmanathletemarine/detail/recent-activity/posts/> and www.BuilingtheNucleus.com
- [Handpicked to interview for a chapter an Amazon Best Seller: 7-Figure Minds](#)

PODCASTS AND BLOG ONLY

- www.BAMbusinesses.com