



PAUL ANTHONY CLAXTON

PROUD BUSINESSMAN & TECHNOLOGY LEADER OF INNOVATION:

READY TO TAKE ON NEW CHALLENGING OPPORTUNITIES TO LEAD COMPANIES IN THE TECHNOLOGY SPACE

RECIPROCITY ROI, LLC AND PARTNERS, FOUNDER/CEO AND CO-FOUNDER OF RECIPROCITY ROI, – BOOTSTRAPPED STARTUP, MINNEAPOLIS, MN, 2016 – PRESENT

- >Board Advisor to Robotics Hub Venture Capital Fund
- >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
- >Constituent with many decision makers in venture capital firms with 3 billion or more under management
- >Engagements include many large companies like Toyota and Sodexo
- >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
- >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
- >Secured opportunity in San Francisco and Asia to purchase a cutting edge technology for approximately 100mm USD
- >Secured a round of private equity for our team
- >We have closed millions of dollars in revenue for ourselves and our clients
- >Built revenue to 200k annual within 90 days, respectively
- >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 contingency labor initiatives
- >Started a non-profit TripleForce.org

MY APPROACH

The value I can provide to any team in is an overarching strategy & vision to drive projects. Once the vision is realized, my next value-add is eliminating all excess processes, expenditures, automating processes & delegating to the appropriate individuals. As the project begins to expand or scale, my 3rd value-add would be ensuring that future manpower requirements are forecasted & benched so that resources are ready to go when needed. This is a proactive approach & helps avoid delaying of project deadlines. In short, my end goal is all about continuous improvement of mind, body & spirit not just to myself ,but to my teams, & accomplishing the goal no matter what.

A DAY OF MY LIFE MEASURED IN PERCENTAGES

- >Gym 8%
- >Self-Education & meeting with mentors 8%
- >Meeting external project stakeholders & decision-makers to drive strategy & vision 15%
- >Marketing with internal team members to drive strategy & vision 15%
- >Marketing , putting out fires & business operations 8%
- >Philanthropy & volunteering 6%
- >Relaxing & spending time with family & friends 35%

PHONE & EMAIL

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BUSINESS, LINKEDIN& PERSONAL WEBSITES

www.reciprocityroi.com & <https://www.linkedin.com/in/businessmanathletemarine/> & www.BAMbusinesses.com

MARKETS

Los Angeles | New York City | Europe | Oman

INDUSTRIES

AI, VR/AR, Big Data, Health/Wellness, eCommerce, Entertainment, Commercial Infrastructure, Rare Assets and Properties

LIFE PHILOSOPHY

Continuous learning & maintaining optimum fitness. Healthy bodies for play & healthy minds for work.

LEADERSHIP PHILOSOPHY

Focus on what you can control & Take Responsibility for EVERYTHING & EVERYONE.

BUSINESS PHILOSOPHY

Great Business Happens Through Great Relationships

BOARD MEMBER AND ADVISOR

I am an existing board member and/or advisor to a venture capital angel fund syndicate, a VR/AR health-tech company and a 5g IoT company



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WHAT I AM MOST PROUD OF

- >INSPIRING MILITARY VETERANS to maintain their purpose by continuing to live lives of service during & after the tough military transition to civilian by contributing through business & community leadership
- >2018 Entrepreneur Award Nominee
- >Decorated U.S. Marine with 4 tours in Iraq amounting to just under 3 years spent in a combat zone
- >Bootstrapped 3 debt-free companies to profitable levels within 2 years
- >THE CONFIDENCE I had to be different & transparent & THE COURAGE I have & continue to have to challenge & overcome obstacles head on, fail, succeed, learn from my failures & enjoy/share my successes
- >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

EDUCATION

- >BACHELOR OF SCIENCE, CRIMINAL LAW & PSYCHOLOGY Park University, 2005-2009
- >MASTERS IN LIBERAL ARTS, FINANCE Harvard Extension School, University, In progress
- >MILITARY LEADERSHIP & OPERATIONAL STRATEGIES Marine Corps Institute, 2000-2012

AWARDS & RECOGNITION

- >2018 Entrepreneur Awards nominee
- >Numerous Marine Corps awards
- >Outstanding Sales awardee twice
- >Numerous athletic competition awards
- >Recognized in the business journal <https://bit.ly/1djlCz5>
- >Multiple podcasts & articles on thought leadership & industry best practices
- >Won Small Business Awards of 2019 by www.CV-Magazine.com

ORGANIZATIONS

- > 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

LANGUAGES

- >Spanish: 2 out of 5 proficiency level, 5 being most proficient

PUBLICATIONS AND PODCASTS

<https://www.linkedin.com/in/businessmanathletemarine/> and www.BuildingtheNucleus.com
Handpicked to interview for a chapter an Amazon Best Seller: 7-Figure Minds

PODCASTS AND BLOG ONLY

www.BAMbusinesses.com

SECURITY CLEARANCE

Secret (expired/inactive)

ABOUT ME

Paul Claxton is an awarded business leader and previous active duty highly-decorated U.S. Marine. Who spent 11 years on active duty and completed 4 total tours in Iraq — Iraq 2003 Invasion, 2004, 2007, and 2009 — amounting to 3 years in country total, respectively. He has been an entrepreneur for over 4 years. He has extensive global experience and reach in a multitude of industries and job functions. By being a proponent of building long-term relationships in business, he exercises a tenacious loyalty and sense of ethics that is unmatched. He is also a proponent of power networking to continuously meet and learn from new people as well as develop new relationships. With these approaches, he has been able to cultivate business relationships with some of the top leaders in business. He has developed opportunities and worked with clients across the globe in Middle East, Mexico, Europe, USA, China and Africa, and this has led to him producing well over 100 mm of legitimate opportunities over the course of his career as an entrepreneur. He is focused on using his 20 years of extensive operational leadership in building and sustaining all operational areas of a business. Paul has now started and led 2 different bootstrapped companies and taken them from conception with zero revenue to over 200k annum in revenue within 90 days, respectively.

STRENGTHS

- >Creativity
- >Big Picture
- >Fearless/Confident
- >Motivator/True Leader
- >Humorist
- >Caring/Empathetic
- >Operational Strategist
- >Executor
- >Hard Working
- >Transparent
- >Perpetual Resilience

SKILLS

- >Revenue Strategy
- >Growth Hacking
- >Sales/Marketing
- >Innovation
- >Product Management
- >Economics
- >Arbitrage/International Opportunity
- >Entrepreneurship
- >Project Management
- >Health/Fitness