

**MARCO MESSINA**  
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## **SUMMARY**

Serial entrepreneur, angel investor, technology startups mentor and innovation commercialization specialist. Multi-functional team player with proven experience in strategic, marketing and financial planning, technology commercialization, venture financing, business development and consulting (IT services, emerging technology evaluation, product development and marketing). Demonstrated talent to grasp opportunities of new technologies across diverse industries and to exploit product/service markets. My electronic media effectively sold services and products worldwide. In person I evangelized and sold products and licensed technology in Europe, Russia, Siberia, Japan, South Africa and Mexico.

## **EDUCATION**

MBA International Management, Finance, Accounting - Indiana University Graduate School of Business  
BA Psychology - Indiana University  
Collegio Navale Militare F. Morosini (Italian Navy), Venice, Italy

## **EXPERIENCE**

- 2003 - Current SW Angel Ventures LLC - SWANVENT  
Angel investing, technology commercialization, strategic planning and management
- 2009 Cryopreserved Products Company - CEO  
Architected the business model, merger of two companies, arranged equity and debt financing (\$1.5mm), initiated global growth strategies for production marketing and sales and best practices for cryopreserved tissues for infertility clinics.
- 2007 – 2009 Maricopa Colleges SBDC, Phoenix, AZ – Director of Technology Programs  
Mentored technology focused companies with up to 500 employees, inventors and innovators, developed and delivered classroom business advisory programs and services. I coached emerging-technology entrepreneurs advising on venture financing, business and marketing strategy, accounting systems, venture structuring, general management, IP protection, SBIR and R&D grants funding. I was the SBDC representative to all Phoenix tech-industries clusters, Angel and VC communities and State of Arizona DOC innovation grants review/approval.
- 2004 – 2006 CyberAir Technologies, Chandler, AZ - Director of Marketing, Angel Investor  
Managed marketing, business development and global technology licensing. CyberAir acquired incubated and marketed emerging technologies. I marketed and licensed a ferromagnetic inertial navigation sensor with clients and partners in Russia, Siberia, Japan and South Africa.
- 2000-2002 TRAFFIC TECHNOLOGY INC., Scottsdale, AZ – President  
Conducted a forensic accounting investigation of an embezzled company and was drafted to restructure management, implement the turn-around, IPO and sale of an emerging-technology transportation-safety company. Developed a global dealer network, marketed and sold products worldwide, negotiated a JV partnership and field tests in Mexico.
- 1998-2000 Platinum Technology & COMPUTER ASSOCATES, Scottsdale, AZ – Regional Director of IT Consulting  
Managed teams of consultants to deliver IT project implementations to Fortune 500 clients from Arizona to Alabama. Primary focus: Customer relations, sales development, teams management.

- 1996-1998 NATIONAL SCIENTIFIC CORP., Scottsdale, AZ - COO  
Emerging technology Intellectual Property (IP) acquisition, protection, development and licensing. Operations management, SEC and investor relations.
- 1984 1996 SEATTLE UNIVERSITY GRADUATE SCHOOL OF BUSINESS, Seattle, WA  
Adjunct Professor Management Information Systems, Entrepreneurship Lecturer
- 1982-1996 FENIX CONSULTING INC., Bellevue, WA - Managing Partner  
Started the firm to provide (newly invented) PC-based financial and accounting systems to over one hundred SMB clients. Managed consultants and contractors and consulted hands-on in: financial planning, business process analysis, software requirements, db applications development and deployment, user training and customer support. Applications general accounting, financial reporting and controls, ERP, operations scheduling, inventory control. Designed and deployed LANS and WANS. [Industries of practice: http://www.bit.ly/mm-industry](http://www.bit.ly/mm-industry)
- 1976-1982 SEAFIRST BANK, Seattle, WA  
- VP & General Manager (Seafirst Data Corp.) - Managed data center operations and development of a complete integrated banking operations suite for small to mid-size banks.  
- Financial Analyst (Seattle First N.B.)- Corporate M&A, sale of commercial paper in Australia; issue of Seafirst Corp. common stock and long term debt
- 1974-1976 BANK OF MONTREAL  
- Financial management and administration of the Central Computer Center (Toronto).  
- International Banking Officer and Business Process Consultant (Montreal)

## OTHER

- Member of: Park City Angels, Arizona Angels (Screening Committee), ATIF
- Business Plans Judge in the Thunderbird School of Global Management MBA program
- Certified Business Counselor by the Maricopa Colleges SBDC (Small Business Development Center)
- Foreign languages: Italian, French, Spanish
- Patents issued: USP 6,054,932, others pending
- Independently authored blogs and web sites: [www.angelpitchguy.com](http://www.angelpitchguy.com) [www.safeTnetconsulting.com](http://www.safeTnetconsulting.com) [www.unilights.info](http://www.unilights.info) [www.itwasagrandtime.com](http://www.itwasagrandtime.com) [www.piapaintings.com](http://www.piapaintings.com)
- Software: MS Office Suite, MS Project, Lotus Notes, financial modeling (Excel, Lotus, Quattro), accounting (QuickBooks, Peachtree, SBT Accounting (Sage/Accpac), web & print publishing (Publisher, PageMaker, Dreamweaver, PhotoShop, MovieMaker, Sony Vegas), database (FoxPro, SQL, Erwin), networking (WIN, Novell, P2P, LAN, WAN, WIFI, WIMAX, VOIP, security).
- Projects Portfolio at [www.safeTnetconsulting.com/](http://www.safeTnetconsulting.com/) "Portfolio"
- Certified Utah Mortgage Loan Officer