

# KURT HAUG

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## SUMMARY

- Over 20+ years as a senior technology executive with strong operational and international expertise.
- Have held management positions including founder, CEO, COO, VP Sales/Marketing, VP Business Development, VP International Operations, Principal, etc. at a variety of companies including Access Technologies, Shuriken Systems, Y2 Marketing, Communitect, MyFamily.com/Ancestry.com, Photodisc, Micrografx, Emerald Systems, Laserland/Lumivision, Tecmar, and Sperry Univac.
- Entrepreneurial experience (including IPO and M&A) as well as consultative relationships/personal contacts with a wide variety of technology companies and multiple venture capital networks worldwide.
- Private consulting in Sales/Marketing, Business Development, Channel Management, International Operations, Customer Relationship Management (CRM), Fundraising and Online Strategies.
- Technical domain expertise including internet/eCommerce, wireless/mobile media, shrink-wrapped and digital media software (music/audio, graphics/video), consumer electronics (audio/video/music), global logistics technology, process improvement, computer networking and storage hardware.
- Import of Asia-manufactured technology products.

## EDUCATION

- **Stanford University** (Stanford, CA) non-degreed, 3.5 GPA. Lost full 4-year scholarship during two-years absence to serve a volunteer church mission
- **Foothill College** (Los Altos Hills, CA), A.A. Degree in Japanese, 4.0 GPA
- **Metropolitan State College** (Denver, CO), B.A. in Entrepreneurial Studies, 4.0 GPA
- **Metropolitan State College/University of Colorado** (Denver, CO), Adjunct Professor, Center for Entrepreneurship & Creativity

## TECHNOLOGIES

- Wireless mobile (SMS messaging, WAP, I-mode, etc.).
- Graphics and multimedia software tools and content (photo, video, audio/music).
- Internet/eCommerce/Interactive marketing.
- Social networking (blogging, podcasting, etc.)
- Voice over IP (VoIP) services for consumers, SMB, and call center applications.
- Consumer electronics—digital audio/video, hardware and software.
- Storage/Storage management (magnetic disk, tape, CD-ROM/CD-Audio, laservideo, DVD).
- Process improvement/Six Sigma-related methodologies and technologies.

## **INTERNATIONAL EXPERIENCE**

- Sales, marketing, localization, support and full operational P&L responsibility for 26 international sales offices/subsidiaries for multiple high tech companies.
- Establishment/expansion of global distribution for hardware and software companies.
- Particular expertise in Asia/Pacific markets, especially Japan--
  - Fluent in spoken and written Japanese.
  - Lived in Tokyo for almost four years running international operations (Asia, Europe, and non-U.S. Americas) for Micrografx.
  - Chairman of American Electronics Association (AEA) Japan Software Committee, active member of American Chamber of Commerce in Japan (ACCJ).
- Extensive international network among venture capitalists, technology executives, etc. throughout Asia and Europe.
- Former Japanese translator (5000+ pages of Japanese computer documentation).

## **BUSINESS DEVELOPMENT**

- Successful entrepreneur (one IPO, two mergers).
- Fundraising expertise (\$50M+ raised for various companies),
  - 100+ personal contacts in the global VC community
- Advanced strategic partnerships/OEM deals with companies including Compaq, NEC, Epson, Canon, Fujitsu, Rakuten, IBM, Teac, Microsoft, Novell, etc.
- P&L orientation-- achieved sales targets 50 out of 52 straight quarters. Have NEVER overspent an expense budget.
- Taught classes in Business, Entrepreneurship and Creativity at Metro State College, Denver CO. Designed business-related coursework for University of Phoenix.
- Private consulting in Sales/Marketing and business/channel development for numerous technology companies, international and domestic.
- Private importer of Asian technology products.

## **PERSONAL CHARACTERISTICS**

- High sense of integrity, ethics and moral perspective.
- Self motivated with absolute commitment to excellence.
- Extraordinary global focus. Fluency in spoken and written Japanese.
- Strong organizational and time management skills.
- Assertive leader with ability to relate on all levels.
- High flexibility-- able to learn and adapt quickly to new and ever-changing conditions.

## **ASSOCIATIONS**

- American Electronics Association (AEA)
- American Chamber of Commerce in Japan (ACCJ)
- Stanford Alumni Association
- National Eagle Scout Association
- American Marketing Association
- Mensa

## **REFERENCES**

Available upon request.

