

Colin Read

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EXPERIENCE

Expa, San Francisco, CA (October 2016 – October 2017)

Vice President of Operations

- Oversaw all fund operations, including capital deployment, and the launch of new programs and initiatives
- Managed the platform service team (16 FTEs) and responsible for a ~\$10M annual budget across 6 divisions
- Advised portfolio companies on business models, strategy, operations, fundraising, GTM, partnerships and sales

Reserve Media, Inc., New York, NY (October 2016 – Present)

Board Observer, Advisor

- Advising the Board and CEO on business strategy, fundraising, product roadmap and strategic partnerships

Reserve Media, Inc., San Francisco, CA (August 2014 – August 2016)

Head of Business Development & General Manager

- Managed all day-to-day operations for San Francisco, including launch, sales, support & marketing
- Initiated and led M&A activities from sourcing and due diligence through deal structuring and negotiations
- Established and managed strategic partnerships with Uber, Luxe & Stripe
- Worked with the engineering teams to define product roadmap, prioritize new features, and API integrations

Energy Acquisitions, LLC, San Francisco, CA (October 2013 – July 2014)

Management Consultant

- Advised growth stage companies on strategy, fundraising, M&A, partnerships and sales

ECotality, Inc. (NASDAQ: ECTY), San Francisco, CA (July 2006 – August 2013)

Vice President of Corporate Development, Co-Founder

- Responsible for business development, sales, marketing, M&A and fundraising (raised \$120M+)
- Managed various divisions while scaling to 180+ employees and achieving NASDAQ listing (2010)
- Established and managed partnerships with 40+ organizations to win over \$160M+ in federal grants
- Managed sales teams and formed partnerships with utilities, public agencies and Fortune 500s (ABB, BP, VW, Best Buy, Cisco, Ford, GE, GM, Ikea, McDonald's, Nissan, Panasonic, SAP, Sears, Sony & Wal-Mart)
- Executed 8 acquisitions and 3 joint ventures (Australia, China & North America)
- Oversaw the design, branding and launch of the award-winning line of Blink EV charging solutions (IDSA & CLIO)
- Named to the inaugural *Forbes* Magazine's "30 Under 30" for the energy industry (2012)

Collaboratev, LLC, San Francisco, CA (January 2013 – August 2013)

Board Member, Co-Founder

- Negotiated and launched the first interoperability, payment & roaming platform for EV charging networks

Regal Securities/Brookstreet Securities, Irvine, CA (May 2006 – November 2006)

Operations Associate, Mergers & Acquisitions Group

- Managed deal allocations and provided broker support on financings totaling over \$60M+

EDUCATION

W.P. Carey School of Business, Arizona State University, Tempe, AZ (May 2009)

Master of Business Administration, International Business (India & China)

Claremont McKenna College, Claremont, CA (May 2006)

Bachelor of Arts, Government & Psychology

- Captain, NCAA Men's Golf (2002 – 2006); NCAA Academic All-American (2005 & 2006)

Language: English (Fluent), Mandarin (Conversationally Proficient)