

JOHN C. RAEZER

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EXPERIENCE

1/01 – 12/01 **JAZAM NETWORKS, INC.** San Francisco, CA

Co-Founder; Board of Directors

Co-founded communications software company for individuals and businesses which expands the use and productivity of the Internet for exchange, navigation and expression. Key achievements:

- Software design. Collaborated with co-founder on the design of the basic system structure, functionality and interface. Recruited chief software architect to document basic system schema and development timeline.
- Financial & business planning. Developed complete financial model based on user activity and hiring timeline. Created company marketing and business development strategies. Collaborated with co-founder on drafting of executive summary presentation and business plan.

1/99 – 10/00 **AUTOWEB.COM** Santa Clara, CA

Director, Online Development

Performed a variety of executive strategic, financial and analytical projects including:

- Securing of key profitable online partnerships. Prospected, negotiated and closed long-term partnerships with leading Internet companies to provide Autoweb with both marketing/infrastructure (Yahoo, AOL) and fulfillment partners (CarsDirect, carOrder, iMotors).
- Strategic acquisitions. Assisted CFO in the evaluation, negotiation and closing of \$20 million strategic acquisition of leading automotive data/tools company (AIC) that provided Autoweb with a strong data foundation and intellectual property competitive advantage.
- Development and automation of enterprise forecast model. Constructed company forecasting model and automated enterprise forecasting through the translation of all forecasting logic to a dynamic enterprise software platform (Hyperion Essbase).
- Internal consulting. Provided analysis, recommendations and definition of new tools/information/processes to provide greater efficiency to various departments (sales, marketing and product). Assisted team in the design of company organizational structure.

7/97 – 1/99 **NATIONSBANC MONTGOMERY SECURITIES** San Francisco, CA

Financial Analyst, Mergers & Acquisitions

Performed financial analysis in mergers & acquisitions and participated in both debt and equity offerings. Provided strategic advice to clients in IT services, education, software, consumer and business services industries. Selected exclusive assignments:

- Advised Rentway in \$350 million acquisition of Home Choice Holdings to form dominant player in rent-to-own industry. Constructed dynamic financial valuation models, developed fairness opinion for Board of Directors and drafted proxy materials.
- Represented private distance learning software company in “dual track” joint venture sale to Hughes Network Systems and the Apollo Group. Prepared all financial analysis, identified prospective buyers and evaluated bids.

6/96 – 8/96 **MONTGOMERY SECURITIES** San Francisco, CA

Equity Research Assistant, Data Communications Sector

Assisted equity research analyst in the coverage of data communications companies.

EDUCATION

9/93 – 6/97 **HARVARD UNIVERSITY** Cambridge, MA

A.B., Magna Cum Laude, Economics, June 1997

- National Merit Scholar, Honors Thesis, Concentration GPA: 3.8, Overall GPA: 3.7

SPECIAL SKILLS/PERSONAL

- Language Skills: French (working)
- Computer Skills: Excel, Powerpoint, Access, Frontpage/PageBuilder and Photoshop
- Personal Interests: skiing, hiking, running, wine, photography, chess, art and travel