

# **Steve Barrett**

**Mentor | CBASE at Centre for Business and Social Entrepreneurship**

Guelph, ON, CA

Steve has a proven track record for conceiving, funding, launching and commercializing early stage technology companies

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## **Description**

Proven track record for conceiving, funding, launching and commercializing early stage technology companies. Success across telecom, networking, wireless and biotech. High-energy leader who can inspire peak performance and deliver early heavy lifting: raising capital, building high performance teams, managing technical development, government approvals, creating strong vendor partnerships and new reference customer relationships.

â€¢ Raised over \$10 million of early-stage capital - from government, Venture Capital, Angel, institutional and public market investors. Strong financial modeling, high-impact investor presentations, proven business plans. Articulate public speaker and writer.

â€¢ New concept evangelist - can transform technical concepts into investment-grade programs, high-value marketable products and successful commercialization.

â€¢ Solution sales closer - especially for early reference customers.

â€¢ Marketer - disciplined strategic planner with creative flair for message and positioning.

â€¢ General manager - Operations leader. Sales leader.

â€¢ Government negotiator and policy contributor.

â€¢ Turn-around skills - successfully restaged public company including recapitalization, development of new IP, product lines, markets, investor relations, corporate governance and capital markets.

â€¢ Team leader, mentor and coach - can recruit and inspire high performance teams and boards.

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## **Industry Expertise**

Telecommunications, VC and Private Equity, Biotechnology, Wireless

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## **Topics**

Raising Capital, Building High Performance Teams, Managing Technical Development, Government Approvals, Creating Strong Vendor Partnerships

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## **Affiliations**

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## **Education**

**University of Guelph**  
HAFB B. Comm

**York University - Schulich School of Business**  
MBA Marketing, Policy

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