

# Dan Herr

## Private Equity Business Development

Experienced leader with a proven track record of increasing revenues and efficiencies, driving large-scale and high-visibility projects to successful completion, managing world-class customer service teams, and building thriving entrepreneurial communities and cultures.



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## Work Experience

01/2014 - Present

San Francisco, CA

### Vice President - PE Deal Origination Castle Crow & Company

#### Tasks/Achievements

- Portfolio and add-on searches in technical industries including aerospace, defense, medical, test & measurement and specialty chemical.
- Originated and closed first platform (\$300m IT Solutions) in 18 months. \$195m TEV engineered materials company under LOI June 2016.
- Originated 10 proprietary middle-market LOI's/IOI's in 30 months.
- Top performer company-wide for callback-rate & actionable opportunities above \$2m EBITDA.
- Fought for and established new in-house research division - hired five employees, managed daily and developed processes. Directly responsible for multi-fold increase in deal closings.

10/2013 - Present

Lake Tahoe, NV

### Global Facilitator & Lead Organizer Techstars - Startup Weekend

#### Tasks/Achievements

- Directly responsible for highest ever "net promoter score."
- Lead organizer for first 4 Startup Weekends and other entrepreneurial events in Tahoe & Nevada.
- Emceed and led 3 weekend-long events with 50-100 attendees.

04/2012 - 10/2013

Reno & Las Vegas, NV

### Seed Capital Program Director NIREC/Governor's Office of Economic Dev.

#### Tasks/Achievements

- Created \$100k seed capital competition ("SharkTank meets Kickstarter"), successfully engaged 500 entrepreneurs, pushing 232 startups to begin operation and seed funding one Las Vegas startup with \$100,000 through 5 benchmarks.
- Planned and executed high profile events including 232 pitches to Angel and VC investors, as well as 20+ live media events.
- 2013 "Entrepreneurial Program of the Year" - Economic Development Authority of Western Nevada.

## Education

08/2004 - 05/2007

Ithaca, NY

### B.S. Engineering Cornell University

08/2011 - 05/2013

Reno, NV

### MBA - Top of Class University of Nevada

## Skills & Competences

Outreach & Cold Calling



Goal Oriented Closer



Leadership



Excel Wizard



Executive Relationship Manager



Public Speaking & Presenting



Linear Algebra & Differential Equations



Javascript, HTML & CSS



Determination/Grit



## Community Involvement

### Board of Directors

- Cornell NorCal Alumni Association 501(c)3

### Head Basketball Coach

- AAU, High School, & Youth

## Achievements

2013 Entrepreneurial Program of the Year

2012 Hack4Reno Winner

2011 Green Technology Company of the Year

### Superior Cadet Decoration Award

Second highest Department of the Army medal awarded in ROTC & JROTC

## Languages

English  
Expert

Spanish  
Upper-intermediate

## Interests

Co-investing | Snow Skiing | Artificial Intelligence | Home Brewing | Basketball | Sustainability | Outdoor Recreation | Technology