**John J. Shay Associate Director, Strategic Business Development**

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Dynamic professional possessing over 10 years of experience in negotiating and executing global mergers and acquisitions, partnership deals, and defining expansion strategies on behalf of Fortune 500 Technology and Life Sciences companies. Excels in crafting strategies and translating them into actionable plans which resulted in 18 successful deals across the United States, Europe, and Asia valued at more than $3.5B. Respected leader driving team collaboration through more than 75 formal processes. Articulate communicator able to present compelling presentations to gain stakeholder support, drive new business initiatives and expand market share. Highly skilled in the analysis and due diligence for large financial transactions employing financial modeling and business intelligence to guide executive planning and critical decision making. Adheres to the highest levels of ethical conduct and professional excellence.

***Areas of Expertise include:***

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| --- | --- | --- |
| * Team Leadership | * Project Management | * Partnership Deals |
| * International Business Development | * Mergers & Acquisitions | * Contract Negotiations |
| * Strategical Planning & Forecasting * Professional Communications * Creative Problem Solving | * Data Driven * Financial Modeling * Multicultural | * Due Diligence * Cross Functional Collaboration * Coach & Mentor |

# Professional Experience

**Repligen** • Waltham, MA • March 2015 to Present

**Associate Director, Corporate Business Development & Strategy**

Core member of a 3-person team prioritizing resources across five concurrent development projects. Establishes business development strategies and identifies opportunities through evaluating market adjacencies. Documents proof of concept and facilitates data-driven recommendations to Senior Executives on potential acquisitions, engaging in strategic partnerships, multi-million-dollar investments, and co-licensing agreements. Executes competitive intelligence initiatives to provide executive leadership with real-time summaries of significant events that impact the market. Proactively expands and nurtures a professional network to forge relationships with key industry stakeholders including VC, PE, IB, accounting, and legal advisors.

**Key Accomplishments:**

* Championed all phases of the project to acquire Germany-based Atoll, a provider of single-use bioprocessing consumables. The $20M transaction elevated Repligen as the segment leader with a 20% compounded annual growth rate (CAGR) within the high-margin prepacked columns space.
* In recognition of outstanding analytical skills was chosen by the CEO to re-design the firm’s central financial model which serves as the basis for strategic planning to achieve the organization’s overarching goal of doubling revenues to $200M by 2020.
* Entrusted with executing an array of special projects to address direct queries from the Chairman, President, and CEO on a variety of complex and open-ended topics.

**Intuit** • Mountain View, CA • May 2010 – Sept 2014

***Senior Group Manager, Strategic Business Development & Partners*** (*July 2012 – Sept 2014)*

On behalf of Intuit’s QuickBooks, its industry-leading financial software, was entrusted with designing and leading global partnership initiatives to expand business throughout key international markets. Provided leadership and direction for a 5-member team providing ongoing coaching, training, performance management.

**Key Accomplishments:**

* Led the initiative to build a strategic partnership with Square Inc, with the collaboration resulting in the industry’s first seamlessly integrated accounting and payment SaaS product.
* Negotiated a multi-year co-sales and marketing agreement,
* Founded a 15-member cross-functional team tasked to drive the creation of the next-generation of APIs to power Square’s platform and support future third-party integrations.
* Explored the emerging Internet of Things (IoT) system conducting a detailed market evaluation and engaging in strategic discussions with Intuit’s Founders which led to the firm’s acquisition of itDuzzit.

***Senior Manager, Corporate Strategy & Development*** (May 2010 – July 2012)

Initiated market expansion and business development strategies to identify global merger and acquisition (M&A) targets and drive competitive intelligence initiatives.

**Key Accomplishments**

* Authored a comprehensive M & A scorecard detailing all critical aspects impacting potential acquisitions, the format was approved by the Board of Directors as the corporate standard going forward.
* Received consistent high-performance ratings ranking within the 10% of all employees. Recipient of four promotions in four years with elevation to a Senior Group Manager role.
* Oversaw all aspects of the project lifecycle for more than 20 plus acquisition opportunities ranging in value from $2M to over $1B.

**Thermo Fisher Scientific** • Waltham, MA • July 2007 – May 2010

***Associate, Corporate Development & Strategy***

Developed complex and comprehensive integrated financial models including such variables as DCF, IRR, comp, multiples, benchmarking, forecasting, budget vs. plan, and accretion/dilution. Led all competitive intelligence activities with the responsibility to prepare and distribute periodic real-time product, financial and legal summaries for evaluation by senior leadership.

**Key Accomplishments**

* Evaluated over 75 potential opportunities and led 30 formal projects from initial sourcing to negotiations with transaction sizes ranging from $1M to more than $7B.

# Education

**Bachelor of Science in Business Management**, Babson College, Wellesley, MA

Emphasis in Finance & Marketing

**Technical Proficiencies:** Microsoft Office (Word, Excel, PowerPoint, Outlook)

**Projects**

**Auto Macros:** Low-cost solutions for Smart homes. Currently conducting experiments and testing of these seamlessly integrated, user-friendly technologies. (Jan 2017-Present)

**Global Gauntlet:** DIY transformation and sale of 200 -year- old church remodeled into a designer smart home.

Achieved a 6-figure gain on the sale of the property. (Aug 2015 – July 2017

**Interests**

Entrepreneurship (Founder of Global Gauntlet SMB consulting and non-profit SmilesConnect.org).

Volunteering, Cycling, Travel, Music.