

JIM FLYNN

Northampton, Massachusetts • (413) 244-8624 • jamespeterf@gmail.com

BUSINESS PROFILE

An accomplished **entrepreneur** and **senior technology executive** with a proven track record of founding, leading and building world-class technology businesses.

A visionary leader, experienced marketer, seasoned sales executive and technology expert all in one. Worked for two multi-billion dollar corporations, led a publicly traded company, and built several technology-based start-ups. Able to collaborate effectively with both C-level executives from the largest corporations and the most technically sophisticated engineers.

PROFESSIONAL ACCOMPLISHMENTS

- Served as Chief Operating Officer of Alysis (NASDAQ: ALYS) until selling the organization to Pitney Bowes for \$24M
 - Co-founded Greenbar Software, which sold 18-months later for \$10M
 - Co-founded @Work Technologies with an investment of \$10K. Bootstrapped the business until selling the company for \$3.6M
 - Founded Overlook, LLC., which now offers one of the most sophisticated proprietary connected TV platforms in the world, running nine Internet TV channels
 - Co-founded EZTakes, grew the company into a profitable movie download business, and closed a \$2M angel investment round
 - Closed well over 100 formal sales, business alliance, and content licensing agreements with large and small organizations world-wide
 - As President of Overlook, created relationships with important industry players such as Roku, Samsung, Panasonic, Amazon, Google, Western Digital and Apple
 - Principal author of one of the first books on the Java programming language, *Visual J++ Java Programming*, which New Riders (a Macmillan imprint) published
 - Wrote several patents, including one issued so far: *United States Patent 6,850,950 - Method facilitating data stream parsing for use with electronic commerce*
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AREAS OF EXPERTISE

Mergers and Acquisitions

- Led or co-led three successful, multi-million-dollar company sales from initial contact, to term sheet negotiation, to due diligence, to closing, and post-acquisition integration

Business Development

- As CEO of EZTakes and President of Overlook, closed over 100 content licensing agreements
- As President of Overlook, closed numerous formal contracts establishing alliances with leading consumer electronics providers, content licensing arrangements, and client relationships
- An expert negotiator, able to tactfully exploit strengths while mitigating weaknesses, and thus synthesize an optimum negotiating strategy

Technology

- A background in both hardware and software engineering creates a deep understanding of technical issues, as well as an ability to quickly identify opportunities and overcome challenges

EMPLOYMENT

2012 – Present	Overlook, LLC., Northampton, MA President & Founder
2003 – 2011	EZTakes, Inc., Northampton, MA Chief Executive Officer & Co-founder
2001 – 2003	Pitney Bowes docSense, New York, NY & Holyoke, MA Chief Operating Officer
1999 – 2001	Alysis, Inc., Emeryville, CA & New York, NY Chief Operating Officer
1996 – 1999	@Work Technologies, New York, NY Chief Executive Officer & Co-founder
1995 – 1996	Greenbar Software, New York, NY Vice President of Business Development & Co-founder
1990 – 1996	International Financial Systems, LTD., New York, NY Vice President of Business Development
1983 – 1990	AT&T, White Plains, NY & New York, NY National Account Sales Executive ('88 – '90) Computer Systems Engineer ('87 – '88) Software Engineer and Project Leader ('83 – '87)

EDUCATION

1990	New York University Stern School of Business, New York, NY Master of Business Administration Dual Majors: Finance and International Business
1983	Manhattan College, New York, NY Bachelor of Science Major: Computer Information Systems, Minor: Accounting Graduated with magna cum laude honors (GPA: 3.54) Varsity Division I Wrestling Team Captain Held Resident Assistant and Resident Director positions

ADDITIONAL INFORMATION

- Performs volunteer work for WGBY | Public Television for Western New England (Marketing Committee), and The Montessori School of Northampton (computer automation)
- Avid skier and fitness enthusiast
- Married with four children
- LinkedIn: www.linkedin.com/in/jamespeterf