Contact

www.linkedin.com/in/jimiversen (LinkedIn)
www.sen-jam.com (Company)
bit.ly/42P5DpZ (Portfolio)

Top Skills

Mergers
Product Development
Entrepreneur

Publications

Harnessing the Power of Possibility - Technically, Operationally, & Financially

Jim Iversen

Wellness innovator | 5x exits | Co-Founder/CEO at Sen-Jam Pharmaceutical | We're raising! | CAPITAL ROUNDS: Reg CF on Wefunder.com/senjam and Reg D on Figure.com/invest
Huntington, New York, United States

Summary

Jim is an accomplished entrepreneur and seasoned executive, passionate about improving the lives of others. Sen-Jam Pharmaceutical is pursuing novel solutions to COVID-19 therapy, opioid withdrawal and alcohol hangover, among five other assets tackling large unmet needs. Jim's mission in co-founding Sen-Jam has been and remains bettering the lives of others while embracing new ideas and ways of working. At Sen-Jam, Jim brings a remarkable resourcefulness that helps reframe and manifest new ways of partnering and producing value. With 25 international patents and patents pending, Sen-Jam is poised for global success. The US market opportunity for Sen-Jam's pipeline is over $17 billion. Jim drives excellence in all aspects of development and commercialization with strategic partners aligned to his worldwide vision.

With deep and wide experience driving business success, Jim synthesizes his expertise in building companies with an ability to push the boundaries of new ways of thinking and operating. Jim has an uncanny knack for enabling growth trajectories that matter to both the companies he shepherds and the people he engages with. Jim's talent as a driving force in any start-up or established enterprise has been to touch, move and inspire all of the stakeholders towards a common goal. This kind of galvanizing ability generates tremendous value and accelerates uncommon efficiencies on the road to success. Jim's recent engagements have included working with CEOs and COOs of Supply Chain, BioTech, Technology, Energy & Financial Services Companies on sharpening cultural and strategic alignment in many powerful ways.

The consummate charismatic leader, Jim approaches every situation with an open-minded, listen and learn attitude. Jim believes in open and honest communication and as a result, he consistently inspires

deep and trustworthy relationships that helps executives identify and move beyond obstacles and access greater achievements. Jim excels at defining what is possible (Vision), building the roadmap to success (Strategy), and anchoring the team through trust to execute flawlessly with a precision process he has fine-tuned over many years of success.

Jim holds a BS in Mechanical Engineering from New Jersey Institute of Technology, and Diplomas from New York University in Systems Analysis and Investment Banking. He has attended numerous executive level course in Leadership, Finance, Strategy and Mergers and Acquisitions at Columbia and Harvard Universities. He has been an active member of the Young President's Organization for 25 years.

Experience

Sen-Jam Pharmaceutical

Co-Founder CEO

June 2016 - Present (8 years 11 months)

Sen-Jam is the biggest advancement in curbing inflammation since aspirin was invented 125 years ago! Because our products repurpose small molecules that are already in drugs today, our assets are potent and extremely non-toxic therapeutics that have a lower regulatory risk. And we benefit from a more direct path to FDA approval and to market.

$217B addressable market across multiple therapeutic applications including hangovers, opioid withdrawal, and upper respiratory infections

Leadership from MIT, Harvard, Mayo Clinic, & Memorial Sloan Kettering with exits over $730M

60 global patents approved & pending

Portfolio of 11 assets, 4 of which are at or near pivotal Phase II clinical trials

Partnerships w/National Institute of Drug Abuse, People Science, & Duke University

Backed by corporate venture partner KVK Tech

M&I Strategic Partners

Chairman of the Board

June 2010 - March 2019 (8 years 10 months)

Houston, Tx

M&I Strategic Partners is a holding company of businesses that provide software solutions for improving distribution. M&I Strategic Partners acquired AL Systems, a provider of integrated software solutions that improve the flow of merchandise through distribution centers, and Mincron Software Solutions, a provider Enterprise Resource Planning and Warehouse Management Solutions to industrial wholesale distributors.

Accomplishments:

• Increased the companies Revenue & EBITDA Growth

• Lead the Leadership Team through a New Product & Technology Development Strategic Session resulting in the enhancement of core products and new product development initiatives.

• Developed and Implemented Sales & Operations controls to improve internal efficiency and visibility

• Supported Marketing initiatives around Knowledge Conferences and Webinars

• Communicated to Clients “State of the Union” and New Product & Technology Roadmap

JMI Capital Group LLC

CEO

August 2010 - December 2015 (5 years 5 months)

The JMI Capital Group works with individuals and executive teams to create alignment between individual skill sets and company goals. When executive team alignment is realized, leadership becomes a driving force for achieving common goals, creating job satisfaction, and enhancing shareholder value. JMI Capital Group is recognized for its engagement with leadership and executive teams of supply chain, technology, energy, and financial services companies on strategic advisory and strategic alternative initiatives.

W&H Systems

Strategic Advisor/Board Member

November 2012 - November 2015 (3 years 1 month)

Carlstadt, NJ

Northern Reliability

President & CEO

June 2013 - February 2014 (9 months)

Waitsfield, Vt

Northern Reliability specializes in the Design & Build of On-Grid and Off-Grid Distributed Generation Solutions. Became involved in the company shortly after a Capital raise. Focused on Strategic Direction, Tactical Execution, Organization, and Operating & Financial Controls.

Accomplishments:

• Developed Strategic Direction and Implemented Sales, Operational, and Financial Procedures & Controls for alignment
• Provided Organizational Leadership for EBITDA improvement
• Participated in the development of a Web based Performance Monitoring/ Load Management System
• Structured and led Board of Director meetings

Horizon Foods

CEO

2007 - 2010 (3 years)

Horizon Foods is a direct-to-consumer premium food products company. Became involved in the company to lead a turnaround; placed particular focus on strategic direction, tactical execution, organization, and operating and financial controls.

Accomplishments:

•Restructured the company reducing Operating Expenses by Greater then $4mm
•Built a new Leadership Team with a focus around being Agents of Change
•Led the leadership team through a Strategic Repositioning of the Company with Visioning; Core Values, Purpose, & Mission, Territories & Route Planning, New Product merchandising, New Compensation plan, Text Based Loyalty Program, Community Activism, Strategic Alliances, and new tools to manage the business
•Developed Strategic Partnership with Omaha Steaks
•Launched OmahaSteaksHomeDelivery.com
•Developed Internal Operating & Finance Controls

AL Systems

CEO

1997 - 2007 (10 years)

AL Systems provides integrated software solutions that improve the flow of merchandise through distribution centers. The company develops and sells systems software to support and optimize merchandise distribution

operations predominately for the retail industry. This includes automated paperless picking and packing solutions, cross docking solutions, high-volume manifesting and automated sortation and conveyor control solutions, to major retailers and retail vendors.

Accomplishments:
•Acquired and turned the company around in 1997
•Built an independent Leadership Team
•Participated in the Vision, Strategic direction, and aligned staff to achieve short and long-term goals of the company
•Grew the Company from an annual sales volume of $1mm to $8mm
•Built sales, operational, organizational, and financial controls into the fabric of the company to sustain growth and profitability.
•Successfully sold and exited the company in 2007, CAGR% ~23%

W&H Systems
CEO
1988 - 2007 (19 years)

W&H Systems is a Material Handling Systems Integrator that specializes in the Designing and Building of automated distribution systems. The company provides space and personnel productivity improvement thru the use of automation.

Accomplishments:
•Built out Leadership Team
•Developed Vision, Strategic direction, and aligned staff to achieve short and long-term goals of the company
•Grew the Company from an annual sales volume of $8mm to $50mm, sales/ employee from $135m to $500m, and EBITDA/employee from <0> to $50m
•Built sales, operational, organizational, and financial controls into the fabric of the company to sustain growth and profitability.
•Successfully sold and exited the company in 2007, CAGR% ~ 19%

Kauffman Foundation
Board Member of KCEL
1998 - 2001 (3 years)

Member of the Board of Directors

Symorex
Board of Directors

1993 - 2000 (7 years)

Symorex is a Manufacturer/Wholesaler of industrial equipment & supplies including conveying equipment, sortation systems, AGV monorail transporters, relay and industrial controls.

Accomplishments

•Provided Board Oversight & Strategic Direction

•Provided equity & debt investments

•Lead two(2) private placements

•Added in the Commercialization of products

•Successfully exited in 2001, CAGR% ~ 24%

New Jersey Institute of Technology

Computer Science Advisory Board

January 1990 - December 1996 (7 years)

Education

NJIT

BS Engineering, Mechanical Engineering, Computer Science

NYU

Systems Analysis, Investment Banking

Columbia University - Columbia Business School

Various courses in leadership, finance, strategy, and mergers & acquisitions

Harvard University

Various courses in leadership, finance, strategy, and mergers & acquisitions

Wholebeing Institute

Certificate in Positive Psychology, Positive Psychology · (2015 - 2016)