



Glenn Smith, PE CFA · 3rd

Creative thinker/negotiator in structuring strategic partnerships, financings, and new business opportunities

Portland, Oregon Area · 333 connections · [Contact info](#)



The Portland Venture Group

University of California,
Berkeley

Experience

Managing Director

The Portland Venture Group

Jan 1992 – Present · 28 yrs 2 mos

Identified key accredited investors in community who wanted to participate in private investors group to evaluate and invest in local early-stage high-growth opportunities. Currently group has over 20 members invested in 12 different companies last year. Organize and manage monthly meeting, deal flow, preparation of monthly newsletter, and contacts with entrepreneurs.

* Identify high potential opportunities that could provide 10x returns to investors and coach entrepreneurs on how to raise capital.

* Provided due diligence service and raise over \$1M in funding for new China procur ...[see more](#)

Managing Director

The Hawthorn Group

Jan 1991 – Present · 29 yrs 2 mos

Directed private consulting firm providing business development, strategic planning, fund-raising and marketing services.

* Structured tax favored strategic partnership then sold tax credits to a third party netting \$2,000,000 to partnership. ...[see more](#)

Director Business Development

SonicBlue, Inc

Jan 1998 – Jan 2001 · 3 yrs 1 mo

NASDAQ-listed computer peripherals provider and consumer electronics manufacturer.

Analyzed worldwide broadband market and created detailed market study for profitable entry.

Managed development team in Taiwan, creating new DOCSIS compliant broadband modem.

Formulated and tested alternative consumer distribution plans and models for new f ...[see more](#)

President/Board Member

Saltire Software, Inc

Jan 1993 – Jan 1997 · 4 yrs 1 mo

Software start-up company. Introduced new products and capabilities targeted at mechanical engineering market for kinematics, dynamics, tolerance analysis, and cam design. Introduced new dimension-driven drawing product, FloorRight, which determines optimal carpet layout based on hand-sketched floor plan. ...[see more](#)

Vice President, Product Management

AT&E Corporation

Jan 1988 – Jan 1991 · 3 yrs 1 mo

Helped raise \$10M from Bell Atlantic for launch of new wristwatch paging system using FM

sideband.

* Coordinated product development, advertising, and media activities between Jap...[see more](#)

[Show 3 more experiences](#) 

Education



University of California, Berkeley
M.B.A, Finance/Marketing



University of California, Berkeley
M.S, Mechanical Engineering - Thermal Systems



Clarkson University
B.S, Mechanical Engineering

Skills & Endorsements

Start-ups · 21

Endorsed by **Spencer Brown** and 3 others who are highly skilled at this

Strategy · 15



Endorsed by **David Pollei** and 1 other who is highly skilled at this

Strategic Planning · 10

Bob Nemhauser and 9 connections have given endorsements for this skill

[Show more](#) 

Recommendations

[Received \(1\)](#)

[Given \(2\)](#)



Jim Mukerjee

Course Facilitator,
Marketing Analytics MOOC
at edX.org/Berkeley

January 24, 2009, Jim reported
directly to Glenn

I had the privilege of working for Glenn Smith, Product Marketing & Management for CAD/CAM & CAE market segments, at GE/CALMA. Glenn's work ethic, strategic thinking, analytical ability, decision making, and charming, pleasant personality are exemplary traits. He was always very supportive of in... [See more](#)



