

# Patrick DeWitt MacDonald

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## SKILLS/EXPERIENCE

Successful entrepreneur experienced in new business creation and development, operations, marketing and direct sales management.

## BACKGROUND

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### Professional, 2000 – Present

#### **Venture Green, LLC** 2021- Present

- Founding partner - Private Equity investment partnership focused on disruptive technologies in land-based autonomous transportation, aviation and material handling robotic systems.

#### **Partner- Private Equity Investment Group, US /Canada.** 1997- Present

- Partner- Private Equity investment partnership focused in base and precious and base metal mining industry of North and South Americas
- Sub \$500 million dollar market capitalization expertise- Mid Tier
- Partnership created in 1997 Full-time management 2004-Present

#### **Director of Strategic Business Development,** MedVenture Corporation 2002 - 2004

- Recruited to lead reorganization of \$7.8 million medical device manufacturing and development organization.
- Responsible for strategic redesign of organization.
- Successfully launched strategic plan implementation and execution leading to a profitable turnaround.

#### **Business Development Manager,** Microsoft Corporation 1997 - 2002

- Recruited to develop and implement a national sales program for SMB (Small/Medium) business units.
- Recognized as Number 1 SMB manager for Microsoft 2001.
- Grew new business unit to over 2.2 billion in sales through direct and integrated partner model.

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### Strategic Business Development, 1998-2000

#### **Regional Sales Manager,** DecisionOne Corporation 1998 - 2000

- Recruited to manage major corporate accounts. Won new \$3.6 million national account contract in key market segment.
- Created new business development program for Microsoft Certification.
- Recruited to Microsoft Corporation

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### Startups / Small & Medium Business, 1989-1998

**Sales Manager,** SimsDeltec USCI Vascular Access Division 1995 - 1998

- Successfully increased sales by \$2.8 million dollars of minimally invasive and implantable medical devices.
- Created a new national sales incentive program for direct employees.
- Developed partner and direct distributor sales channel.
- Awarded Rookie of the Year
- Company Acquired.

**Senior Territory Manager**, Sterile Concepts Incorporated 1994 - 1996

- Recruited to manage top corporate account. Specialized in new market development for custom surgical procedural packages.
- Managed second largest territory in US totaling 26% of company revenue
- Negotiated critical long-term agreements. Managed inside sales staff and ongoing operations. Rookie of the year

**Education**

Bellarmine University 1989, Bachelor of Arts, Business Administration. *Founder, Entrepreneur Association*

**Community Activities / Interests**

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| <ul style="list-style-type: none"> <li>● Vice-Chairman, Board of Directors<br/>Louisville Regional Airport<br/>Authority</li> <li>● Active in various civic groups</li> </ul> | <ul style="list-style-type: none"> <li>● Louisville Tomorrow Organization</li> <li>● Private Pilot / Aviation</li> <li>● New technology / software</li> </ul> |
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