



## SARAH JAMES

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### PROFESSIONAL EXPERIENCE

X PRIVATE EQUITY FUND, San Francisco, California

2003-present

#### **Co-Founder and Managing General Partner**

X is a \$xM venture fund which focuses on early- and late-stage medical device investments.

- Co-founded with Dr. X X, who was primarily responsible for the initial \$x million raised from individuals.
- Raised a further \$xM from a major medical industry partner, X, investment funds, physicians and individuals.
- Created a team of top advisors with significant involvement in investment decisions and on-going assistance to portfolio companies.
- Created a team of top business advisors from industry and academia.
- Made x investments from January 2005 to January 2008 in medical device companies. All companies are at or above initial valuations.
- Co-invested with major institutional investors
- Took over temporary management of two portfolio companies, which have since been handed off to managers.
- One of the investments has received a significant up-valuation as the result of a sale of its endourology application to X. When milestones are met, this will result in a X return on investment, with other promising applications kept within the company.
- X of the companies have received one or more Term Sheets from major manufacturers, and are both in negotiation for non-exclusive licensing that will result in a significant increase in valuation.

X, City, California

1998 – 2003

#### **Co-Founder and CEO**

Co-founded of a diabetes device.

- As Chairman, assisted in the sale of the company to x, which was subsequently acquired by x
- Raised x rounds of seed and venture capital
- Hired a team of experienced software, medical device and Internet executives with strong records of success.
- Led the licensing and integration of a key technology from x that forms the backbone for x's out-patient product.
- Led the team to achieve alpha and beta, forge strategic partnerships and establish sales within two years co-founding the company. Wrote \$x million in contracts in 2002; signed agreements with for clinical trials and inventory management.

X CORPORATION, City, California

1994 – 1998

#### **Vice President, Global Sales and Marketing**

Reporting to CEO, led a shift from an engineering-driven to a market-driven medical devices company in this \$x million manufacturer of x systems.

- Moved from distribution through x to a direct salesforce in the US and several foreign countries.
- Reorganized and grew the marketing and sales organization, put cross-functional teams in place to manage the New Product Development process, Clinical Advisory Boards, sales tracking, and a series of other processes and teams to bring a systematic approach to the customer.
- Grew sales x percent while keeping expenses x percent below budget.
- Grew sales for comparable year-earlier quarters.

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X CORPORATION, City, Country

1991 – 1994

**Business Director, Europe**

X is a \$X billion producer of medical diagnostics systems and reagents. Directed Germany and Italy , with X direct reports. Responsible to reorganize and reposition these countries. Promoted new management team and reduced costs. Total sales responsibility \$X million.

- Led X's European microbiology strategic business unit--X's highest-growth driver in Europe.
- Converted from distributors to direct organization in Germany(1994) and Italy (January, 1995), started France from late 1996.
- Grew at X percent per year in 1994 and X% in 1995 (profits grew at x%).
- Worked with US to develop country-specific products., participated in a LBO to take X private from X, which was accomplished in December, 1994.

**EDUCATION**

**HARVARD BUSINESS SCHOOL**  
**MBA in General Management**

1989-1991

**COLUMBIA UNIVERSITY**  
**Bachelor of Arts in Biology**

1982-1986

**PERSONAL**

Personal interests include writing, skiing, traveling and golf.