

# Carlos Perea

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## **Executive Summary:**

CEO / GM level executive with a passion for developing organization capabilities to increase shareholder value. Over 20 years of experience with a proven ability to translate technologies into successful compelling commercial opportunities capable of attracting world-class investors and teams. A solid track record of developing teams and systems from seed stage to high volume, low cost maturity. Particularly well suited to rapid growth opportunities, situations involving a strategic pivot, reformulation of vision, or a management change is required to reinvigorate growth.

## **Work History:**

### **President, CEO, Director – MIOX Corporation**

*September 2005 – April 2012*

- Increased enterprise value by approximately 900%.
- Recruited and developed world-class executive team and set of investors, including a strategic partner, and aligned efforts to commercial technology aimed at improving access to clean, safe, affordable water.
- Awarded Top 100 Private Clean Technology Companies by Always On, Top 50 SBIR Success Stories by US Navy, and Product of the Year by Popular Science.

### **Managing Director – Entrada Venture Partners**

*February 2004 – September 2005*

- Founding partner for a private equity venture focused on creating shareholder value via the acquisition of an early stage manufacturing company and implementation of operational improvements

### **President & COO - Qynergy Corporation**

*February 2003 – January 2004*

- Created business plan and strategy for a technology start-up focused on a new material system capable of novel energy conversion and micro power solutions. Technology licensed from Sandia National Laboratories, venture capital provided by In-Q-Tel (venture arm of the CIA).

### **VP of Finance & CFO - Novalux, Inc.**

*September 2001 - February 2003*

- Co-led company restructure and strategic pivot for semiconductor laser company. Reduced burn rate by 75% while simultaneously developing a new product. Helped realize the company's first revenues and positioned it for a recapitalization / restart. Partnered with investor base of venture capital and led significant renegotiation of debt and rent obligations.

### **Fab Manufacturing Manager- Intel Corporation**

*August 1992 – September 2001*

- Aggressively ramped organization, developed world-class team, and consistently produced best in class production, quality and safety results for one of the largest and most profitable manufacturing facilities in the world.
- Responsible for significant portion of Intel's product revenues as well as billion dollar annual budget and large organization including 15 direct reports, 250 exempt employees, and approximately 2800 highly skilled, salaried non-exempt technicians. Partnered closely with international sites to drive virtual factory global output.

### **Director of Marketing - ISDN Technologies**

*June 1991 – August 1992*

- Led all marketing and business development activities for private, high tech, telecommunications start up. Successfully negotiated license agreement with strategic partner.

### **Equipment Engineer / Sales Engineer - US West Communications**

*June 1987 – June 1991*

- Drove capital improvements to increase rate base and provided technical support to reach sales goals.

## **Education:**

- **Stanford Graduate School of Business, MBA**, June 1991
- **University of New Mexico, BS Mechanical Engineering**, June 1987

## **Additional:**

- Currently Chairman of the Board for MIOX Corporation and Independent Director for Puralytics Corporation and actively consulting with Venture Capital Group on how to maximize investment exits.
- Active in Young Presidents Organization, Networking and Membership Chairman for NM Chapter.
- Co author of "[Best Practices for Energy Venture Capital in 2008](#)"
- Willing and able to relocate and travel frequently.

## Reference Testimonials

*"I invested in Carlos in 2005 when he formed Entrada Ventures and followed on as he eventually acquired MIOX. I liked his experience in early stage deals as well as success in scaling and running larger organizations. I also appreciated his drive and motivation to grow value by aligning investor and management interests. He has proven to partner well with his investors and he actively seeks out their advice, coaching and mentorship when appropriate. Carlos would be a valuable asset to any organization and I am confident that he will go on to lead and grow many more successful companies in the future."*

David Albin, Managing Partner, Natural Gas Partners

David co-founded NGP in 1998 and he co-manages the invest portfolio and day-to-day investment sourcing efforts for the firm. NGP is a \$10.5 billion family of funds that makes direct investment in energy companies.

*"I have known Carlos since leading an investment in MIOX in August, 2008. His vision for the company was compelling; to increase access to safe, clean, affordable water by replacing traditional chemicals with a much safer, cheaper and more effective technology solution. He assembled a world-class team of investors and management and won an impressive list of reference customers including municipal water treatment facilities, pools and spas within top tier Hyatt Resorts and Coca Cola bottling facilities. Once it proved difficult to gain significant scale in these markets Carlos bought time, running the company very efficiently. He stretched the runway allowing us to adapt the technology and to pivot into new opportunities. When water treatment for oil and gas extraction emerged as one of the more promising applications, Carlos modified his team accordingly and developed a strategic partnership with a top firm in the industry. He also knew the company would benefit from new leadership with expertise and relationships in this market so he identified, developed and supported his successor. Carlos has been creative and adaptive and has shown he is fully dedicated to creating value for his shareholders."*

Tom Blaisdell, General Partner DCM Ventures

Tom helps DCM portfolio companies create high-growth marketing strategies, structure successful strategic partnerships and build strong management teams. Prior to becoming a venture capitalist Tom had a successful career at several start-ups and, as a GM at Intuit, helped them achieve 80% market share.

*"I was introduced to Carlos during an investor diligence process on Miox and was very impressed by his company, but even more so by him and his leadership style and abilities. Miox accepted a competing investment offer, but Carlos and I stayed in contact professionally, and he later asked me to join his board as an independent director. I have worked closely with Carlos for several years as he focused on growing the company and developing his team. The company's technology is truly revolutionary in the water treatment industry and has been proven in many applications and markets. More importantly, I am very impressed by the world-class team that Carlos developed at Miox: both sales & marketing and operations professionals to complement the technology development. In my opinion, his team is one of the most talented and dedicated teams I've come across been in my 23 years in the water industry, and that view is shared by others around the industry. Carlos would be a valuable asset to any team and I strongly recommend him."*

Mike Reardon, Chairman and CEO of Triwater Holdings

A Co-founder, COO and board member of US Filter, Mike helped the company grow from \$15 million to over \$5 billion in annual revenues as was consistently in Fortune's top 100 fastest growing company list. He also served as President of Culligan International and is a current investor in the Water Industry.

*"I have worked closely with Carlos for over ten years and across several different companies. He is a proven CEO and an entrepreneur with a remarkable ability to assemble the people, technology and capital necessary to peruse world-changing businesses. He surrounds himself with the best possible talent and resources including professional services partners. Moreover, Carlos is skilled at leveraging a diverse set of skills and personalities towards a common goal. He excels at translating technology into a compelling value proposition and how to clearly communicate a vision, strategy and plan to all stakeholders in a way that builds strong alignment. I look forward to working with him on his future endeavors."*

Mitch Zuklie, Chairman of Orrick Herrington & Sutcliffe LLP

As a partner in the firm's Emerging Companies Group and former Partner at Heller Ehrman and Venture Law Group, Mitch has worked with exceptional entrepreneurs, technology companies and venture capitalists in financings, public offerings, mergers, acquisitions and technology transactions.