

James D. McCarthy

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CURRENT OBSESSION: ***TrAction Capital Partners***

Traction is the lifeblood of successful startups & early-stage growth companies. TraXion's business model is a driven, very proactive risk-capital investment bank serving the fertile/ripe Texas entrepreneur community.

MY PROFILE SUMMARY

A very competent business person with 25+ years of proven sales and marketing experience in the securities industry. Career success from hard work, high energy and a positive attitude. A committed, team-oriented professional that interacts and plays well with all types of individuals.

Intelligent, bright with attention to detail. Quick study grasping business operations, products and procedures. Excellent communicator and good listener. Can work with minimal supervision, in a controlled setting, on a team and/or as the team leader. Teachable, creative and open-minded.

Background/skills prospecting (new money), qualifying leads, opening accounts, and generating multiple sales. Senior-level communicator via phone, email, face-to-face appointments and presentations to groups.

EDUCATION

Southeast Missouri State University, BS Education. Completed MBA Level 20 Hour Series in Finance and Valuation taught by ICON analysts/NYU-Professors Mike Metz & Norm Weinger. ~ 90+ graduate hrs. @ "Wall Street University."

ATHLETICS and TEACHING

Captained high school and college football teams. Taught and coached at the high school and college level for 6 years. Letter of Commendation for outstanding classroom work. Head Football and Track Coach for Kennett, MO High School. Won team championships as both a player and coach.

ENTRY LEVEL SALES

Entered the business world with Angelica Uniform Group covering the Eastern Ohio - Western Pennsylvania Region. Set volume and profitability records within 2 years and led the company in new account business.

SECURITIES/FINANCIAL INDUSTRY

Spent 12 years in NYC with Oppenheimer, Bear Stearns and Spencer Trask. Trained/mentored in “Opco model cities program” and the “Lehman Brothers cold-call model.” Helped Bear Stearns build its HNW account business and Private Placement Group. Outstanding success handling institutional accounts and wealthy individuals. Top ranking sales performance in public, private and venture capital financings with Fortune 500, emerging-growth and startup companies. Raised \$100+ million in managed money and participated in over \$2 Billion of private and public equity placements.

Letters of Commendation

Oppenheimer: “Congratulations on your performance during Opco’s heaviest private offering period ever. You rank number three on our all-time list for most private capital placed within 1 production month.”

Bear Stearns: “Your professionalism showed through in this deal. Your 9.5 units led the firm; your closest rival sold 4. I don’t think I have ever seen 9.5 units sold using only 11 books, congratulations! Talk about picking your targets carefully!”

Spencer Trask: “This letter is to commend your effort and work on the recent first closing for University On Line, Inc. The capital you have raised so far for this company entitles you to warrants plus the appropriate commission payout. Please keep going.”

ENTREPRENEURIAL ACCOMPLISHMENTS

As a registered independent investment banker, raised \$10 million in a private placement for Streater Industries with ING Barings PE and \$17 million for Arena Pharmaceuticals with MPM Capital Management VC by myself.

Founding Partner with Flagstone Securities (a B/D startup), as Managing Director of the New/Emerging Companies Group. The firm facilitated over \$500 million in private and public equity offerings for a diverse list of manufacturing, healthcare, technology, and financial services companies.

PLEASE NOTE:

I have been an entrepreneurial, performance-paid professional as both an employee and self-employed contractor. I’ve hit a few home runs and had more than my share of adversities along the way. I know I’ve learned more from my failures than from my successes. Fortunately, I have been taught and mentored by a handful of the most talented people in Wall Street. The end game in business is all about making our customers the top priority.