



Kirk Otis

*VP Private Equity
Capital Markets
Mergers and Acquisitions*

Kirk's 35-year career has focused on M&A and capital transactions. He has led over 50 transactions totaling \$13.5B in total deal value. A MBA and CPA, Kirk is skilled in securing investors and funding, taking responsibility for the full transaction cycle from planning, marketing, term sheet preparation, diligence, agreement negotiation, and closings.

Kirk has been the CEO of 3 Venture Capital/Private Equity backed firms, CFO of 3 firms. As a Corporate Development professional at The LTV Corporation, DSC Communications, and Nortel Networks, he led and provided governance on 25 equity investments in technology start-ups. Kirk has completed Acquisitions, Divestitures, Debt and Equity Raises, IPOs, Corporate Real Estate transactions, large Sale-Leasebacks, and Debt Offerings.

He has managed P&Ls, built teams, executed growth initiatives, positioned firms for industry leadership, and secured the capital to capitalize on fundamental changes in several industries, including automotive, steel, healthcare, semiconductor, telecom and cloud infrastructures.