

ROBERT J. MILLER

bob@michasha.com | 631.275.4783 | New York, NY 10023 | WWW: <https://www.michasha.com/>

Summary

Forward-thinking FinTech CEO and entrepreneur experienced in driving the commercialization of innovative technologies and business models. Highly proficient in understanding market opportunities for new tech-led businesses in the sector and executing on early-stage development of concept, market strategy, architecture, and sponsorship. Proven leadership skills beyond early stages to expansion stage operationalization, revenue generation, funding and exit management. A strategic thinker focused on all the drivers needed to create value for stakeholders including client acquisition, risk management, market trends and stakeholder management.

Highlights

- **30+ Years experience** in financial services technology
- **Founder of multiple 5-15MM+ companies** across Financial Services sectors.
- **Raised +100M In capital** for multiple companies in 1M to 30MM fundings investors, VC, PE and Customers.
- **Managed multiple exit life cycles** facilitating investment, mergers, trade sales and private equity transactions.
- **Enterprise financial services veteran** sold +1MM relationships to 25 of top 40 global financial services firms.
- **Innovation-led founder** commercialized innovations in data management, web applications and privacy.

Skills

- Start-Up Ideation
- Market Opportunity Analysis
- Innovation Designer
- Technology Architecture
- Early Sponsorship
- Business Model Design
- Go To Market Strategy
- Early Client Acquisition
- Strategic Partnering
- Expansion Funding
- Operational Excellence
- Service Management
- Financial Management
- Talent Management
- Value Creation / Exit

Experience

Michasha Consulting
CEO and Founder
 01/2024 - Current

- Start-up Wealth Tech Consultancy working with technology firms, investors, financial advisors, and wealthy families to help each understand the eco-system and help them make the best decisions possible.

PCR Financial Aggregation (PCR)
CEO and Board Member
 01/2019 - 01/2024

- After sale to PE (2019), responsible for transformation into wealth data aggregation utility across both custodial and alternative investment data.
- Provided technology, operations, go to market and sales leadership to grow aggregation ARR 45% (CAGR) during the first (3) years.

Private Client Resources (PCR)

CEO and Vice Chairman

01/2017 - 01/2019

Sold to PE

- As consultant (and then CEO) created vision of transforming legacy business to a modern data aggregation utility
- Created technology and go-to market roadmap, closed major enterprise client's and initiated the sunsetting of legacy business.
- Successfully ran sale of company to PE at 4x revenue multiple returning capital to 80 founding shareholders.

ThinkMantle Consulting

CEO and Founder

01/2015 - 01/2017

- Took an industry break and worked with firms across cloud architecture, healthcare, logistics, distribution and FinTech.
- Shaped a forward-looking view of emerging technologies in business intelligence, machine learning and low-code development strategies.

CoreOne Technologies

President and CTO (after Sale of CorrectNet)

01/2013 - 01/2015

Sold to IHS Markit

- Following sale of CorrectNet, helped implement the company's roll-up strategy of four fintech companies across trading, reporting, primer brokerage and aggregation.
- Responsibilities included scaling CorrectNet technologies for broader applicability and integrating aggregation capabilities for use by sister companies.

CorrectNet

CEO and Founder

01/2001 - 01/2013

Sold to CoreOne Technologies

- Founded global data sharing utility for the fund administration businesses of global hedge fund administrators.
- Leveraged proprietary XML based big data technologies to manage over 6 Peta bytes of data in 6 data centers in Caymans, Bermuda, Luxembourg, Guernsey, London, and US.
- Completed multiple VC investment rounds.
- Grew to six and seven figure relationships servicing 10 of top 15 global banks delivering fund administration and 8 other fund administrators.

CorrectNet Global Information Systems

CEO and Founder

01/1996 - 01/2001

Sold to VC (Recap)

- Conceived early internet technologies to build no-code secure websites (early versions of products like WIX)
- Company formed to market enterprise sponsored web strategies for firms including Schwab Advisors (400 sites), Morgan Stanley Prime Brokerage (225), NIST (Federal Government) (70 sites), Insurance (120 sites).
- Facilitated some of the earliest SMB business on the internet using a combination of technology and innovative business model (sponsorship).

IntraBode

CEO and Founder

01/1994 - 01/1996

Licensing Deals

- Developed a low-code web development environment that leveraged business object modeling and code generation to automate secure web site creation.
- Became the platform for later CorrectNet offering.
- Additionally monetized through license deals with several companies including Sanderson, a global application developer.

Mynorca

CEO and Founder

01/1986 - 01/1994

Sold to Hale Systems

- Developed rule-based decision support and printing technologies.
- Architecture used to create Mortgage Underwriting and Settlement system which was first to produce all mortgage documents via laser printing
- Business grew to 40+ Savings Banks and Mortgage Companies

Innovations Brought to Market

- **Multi-Asset Class Data Aggregation:** Company automated the collection and reconciliation of global custodial and alternatives investment data for wealth and asset managers., 2020
- **Privacy Tech:** Company developed first global data sharing technology compliant with evolving privacy regulations such as GDPR and enabled a global data sharing business., 2017
- **Big Data:** Company delivered hosted data management for global financial firms on proprietary NoSQL architecture supporting Peta bytes of data, 2003
- **SaaS Reporting.** Company delivered secure SaaS web-portal technologies publishing ultra-sensitive client information to 200,000 investors and portfolio managers 8 years before fashionable., 2001
- **Mass Customization.** Company delivered mass-customization technologies that enabled business users to deploy 1000's of secure web portals in financial services in the earliest days of internet., 1998
- **Rule Based Decision Technology.** Company delivered loan underwriting automation platforms to 40 banks eventually processing over 200 billion dollars in loans annually years before alternatives., 1990
- **Document Creation Technologies.** Company was the first to deliver laser printed mortgage documents into the secondary mortgage market replacing pre-printed forms and manual processes., 1986

Websites, Portfolios, Profiles

- <https://www.linkedin.com/in/bobmillerceo/>