

JUAN VEGARRA

Company builder · Bellevue, Washington · juanvegarra.com · juan@juanvegarra.com

THE INTRODUCTION

Juan Vegarra builds the institutions that unlock value already present. Over 35 years he has scaled a \$1B worldwide program at Microsoft, founded and led a TSX-listed company from a \$500K seed to a \$160M market cap, and backed companies across eight industries, with exits including a FinTech sold to Experian. Today he is CRO of VerAvanti, commercializing a hardware-enabled AI platform. He is the author of the forthcoming book *An Outsider's Playbook*.

SHORT BIO · APPROX. 60 WORDS

Juan Vegarra is a company builder and investor with 35 years across eight industries. He led a \$1B worldwide channel program at Microsoft, founded TSX-listed Vena Resources (\$500K seed to a \$160M market cap), and today serves as Chief Revenue Officer of VerAvanti. Born in Lima, based in Bellevue, Washington. Author of *An Outsider's Playbook* (forthcoming). Bilingual: English and Spanish.

FACT SHEET · APPROVED FIGURES

35+ years building and backing technology companies across eight industries.

\$95M+ raised or materially influenced, from investors across four continents.

320x return for original seed investors at Vena Resources (TSX: VEM).

\$1B program: Microsoft Solution Provider Program, worldwide leadership, 54 countries, 1991 to 1999.

Ascend mentor, three years, CEOs of minority owned businesses. JPMorgan Chase sponsored, anchored at UW Foster.

Executive MBA, University of Washington, Michael G. Foster School of Business, 2001.

Languages: English and Spanish. Talks and interviews available in both.

USAGE

Please use these versions verbatim. Approved headshot: juanvegarra.com/juan-vegarra.jpg. For interviews, speaking, and press: juan@juanvegarra.com. Response within two business days, usually faster.