

# Fred Funke

## Operating Partner



### INVESTMENT CRITERIA

\$1-6M EBITDA

Small, Growth Oriented Business  
Located in Colorado (or can be  
operated remotely)

Data & Enterprise Software  
Information Technology  
Tech-Enabled Services

### EXECUTIVE STRENGTHS

P&L Leadership

Executive Sales Management

Strategic Planning & Execution

Team Building & Development

Enterprise Business Development

Go-To-Market Strategy

Enterprise Contract Negotiations

Communication

### CONTACT

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## Experienced Technology Executive Seeking To Acquire & Operate A Business

For over 20 years I have been focused on accelerating growth for tech start-ups. I have acted as a top-level executive leader, sales management professional, skilled communicator/team builder, and adept negotiator with a proven record of overachievement in technology solutions targeted at enterprise business and municipalities.

For the next chapter of my career, I've partnered with Spur Acquisitions to identify, acquire, and operate a lower middle market business as CEO. I plan to provide a smooth exit solution to the current owner that preserves their legacy and maintains the same standards and commitments that got the business to where it is today, while adding new entrepreneurial energy, patient capital, and operational expertise to steward the business through its next phase of growth.

### RECENT LEADERSHIP EXPERIENCE

#### Twitter

Head Of Enterprise Data Solutions, 2014 - 2021

#### Gnip (Acquired by Twitter)

VP Of Sales, 2010 - 2014

#### Previous Leadership Experience:

Zoll Medical, Doddle, UC4, Pinpoint Technologies, netLibrary

### VALUE CONTRIBUTIONS & ACHIEVEMENTS

#### Strategy & Growth

Through my combined tenure at Gnip and Twitter, I structured, built and lead the team that grew revenue from \$100k ARR to over \$380M ARR. During my tenures with other organizations, I have consistent lead teams which have contributed exponential revenue growth to the business unit.

#### Sales Management & Execution

I implement systems and processes that help to ensure long term oriented growth.

#### Operations & Culture

I strive to hire exceptional people and trust that they will do great things.

I owe my success to the amazing people I have been fortunate enough to surround myself with.

### ABOUT SPUR ACQUISITIONS

Spur is private investment firm based in Denver, CO and Portsmouth, NH focused on partnering with experienced CEOs to identify, acquire, and operate stable, profitable businesses with \$2m+ EBITDA. Our LP group is investing out of a capital base of \$1b.