

## Conn J. Davis II

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### SUMMARY OF QUALIFICATIONS

- Sector-Agnostic Licensed Investment Banker and Opportunistic Investor
- Experienced Consultant and Investment Advisor
- Strong Financial Background and International Network
- Skilled Negotiator

### EXPERIENCE

**Community Medical Laboratory, Inc., St. Thomas, U.S.V.I.**

December 2006-Current

*Owner/Operator*

- Assumed Managerial Responsibilities in 2020.
- Oversaw approximately 300% Revenue Growth
- Expanded operations to a second location (East End St. Thomas)
- Served as the Principal Private Sector Partner with the VI Department of Health Throughout the COVID19 Pandemic, performing approximately 65,000 COVID for Virgin Islanders, available daily with same day results throughout the pandemic
- Received the award for the Territorial Airport COVID19 Testing (cancelled due to CDC changes)
- Expanded services to cover MEDICAID Patients
- Built out a Technology Platform to serve as a Patient and Provider Portal

**Americas Executions, New York, New York**

January 2018-January2024

*Investment Banker*

- Assisted in Launching an Investment Banking Division for Americas Executions, the Largest Floor Broker on the New York Stock Exchange.
- Assisted in successfully structuring and completing the First Regulated Digital Securities Offering for tZERO, an overstock.com company, whereby \$130,000,000 of capital was successfully raised.
- Sourced and Structured offerings across sectors for the Firm.
- Conducted due diligence on potential deals.
- Liaised with clients and legal throughout the structuring process.
- Performed KYC/AML duties for new and existing investors.
- Sourced and Raised Investor Capital.

**Leeward Renewables/Concord Blue Energy, St. Thomas, Virgin Islands**

June 2010-2016

*Principal*

- Developed investment and advisory opportunities both in the U.S. Virgin Islands and internationally, focusing on renewable energy developments and smart grid technologies.
- Established relationships with Concord Blue waste-to-energy technology providers to develop projects in the U.S. Virgin Islands, British Virgin Islands, Eastern Caribbean and Southeast Asia.
- Assisted Concord Blue Energy with its global teaming and development agreement with Lockheed Martin which included a 8 figure direct investment
- Assisted Concord Blue Energy with its Development Company which successfully raised institutional funding from a number of Ultra-High Net Worth Individuals and a Large. U.S. State Pension Fund
- Established Concord Blue Virgin Islands and successfully outcompeted all participants in the Virgin Islands Waste Management RFP for an Integrated Waste Management Plan,
- Provided consulting services to Glacial Energy VI LLC throughout their Chapter 11 restructuring. Worked directly with the CEO, finance and legal departments to protect and bolster the value of all assets throughout the bankruptcy proceedings.

**Negawatt Business Solutions/Glacial Energy VI LLC., St. Thomas, Virgin Islands**

*Senior IP Strategic Partnerships and Operations*

August 2012- June 2014

- Worked directly with the CEO and Owner of the 650 mm dollar company.
- Oversaw Negawatt's International operations (U.S., U.K. Australia & Europe).
- Created an operational flow for sales, contract management, customer service, billing, collections.
- Selected the global CRM and oversaw the custom build out and integration of this sales and operations tool.
- Commissioned and oversaw the successful build out and integration of the Microsoft Dynamics GP accounting system.

- Established Negawatt as a licensed broker in all deregulated U.S. energy markets and formed relationships with suppliers.
- Created sales training tools for 20-40 full time salespeople.
- Managed a network of brokers and created strategic partnerships with several property management groups, engineering companies, consultants and program administrators.
- Liaised with sales and internal developers to create commercially and economically viable products.
- Oversaw Project Managers and a network of contractors deployed nationally to install hardware which was used to collect and communicate data to the cloud based energy efficiency platform.
- Reviewed large supply contracts and worked with trading desks to create unique products for C&I customers.

**Alpine Securities USVI, LLC, St. Thomas, Virgin Islands**

*Trader*

October 2009-May 2010

- Traded and managed foreign exchange positions in excess of \$10 million with full discretion.
- Traded U.S. equities employing a variety of strategies (event driven, arbitrage, momentum oriented, and high frequency).
- Provided global macro analysis and foreign exchange insight to the Head Trader.

**Capital Instincts USVI, LLC, St. Thomas, Virgin Islands**

*Trader*

February 2007- October 2009

- Managed a \$10 million foreign exchange proprietary trading account as well as a \$5 million equities and derivatives account with full discretion.
- Assisted in managing foreign exchange risk for the firm's treasury (\$100,000,000) producing double digit returns in both 2008 and 2009.
- Provided analysis directly to the Head Trader and created proprietary trading models.

**EDUCATION**

**Colgate University, Hamilton, New York**

*Bachelor of Arts* in Political Science, December 2006

Activities: **Colgate University Football Team, Player**, August 2004-December 2005

**ACTIVITIES**

**Virgin Islands Territorial Park, St. Thomas, Virgin Islands**

Board Member

**Society of International Business Fellows, Atlanta, Georgia**

Member

**Masonic Lodge Harmonic #356, St. Thomas, Virgin Islands**

Member