

Ivan K. Nikkhoo Managing Partner Navigate Ventures Ivan@NavigateVC.com Cell: (310) 980-4826



With over 34 years of experience in various senior capacities internationally, Ivan is the Managing Partner at Navigate Ventures, an early growth stage venture fund focused on helping entrepreneurs prepare for rapid growth, scaling, and expansion. Navigate ventures invests in companies that are between A & B rounds, and is focused on Software, AI, Data & Analytics, and Consumer Internet. NV partners bring significant experience, deep domain expertise, and a broad base of contacts and resources to each investment.

Ivan is also an Adjunct Professor at USC Marshall School of Business where he teaches undergraduate and graduate classes on growth financing, M&A, and eCommerce. He regularly hosts a series of CEO dinners where he invites CEOs, financial sponsors, PEGs, and industry executives.

He has a very strong network in Southern California with deep CEO level relationships, as well as significant M&A, operations, and management experience. He serves on a number of boards and has the proven ability and expertise in guiding mid-market companies on their growth strategies, capital and services needs, and exit strategies.

Prior to Navigate Ventures, Ivan was the Managing Director of N3 Capital, LLC, a catalyst to help entrepreneurs create and grow disruptive technology platforms by providing seed and early stage investing, raising growth capital, and offering guidance and strategic board advisory services.

Prior to N3, Ivan was a Managing Director at Siemer & Associates, a leading global boutique merchant bank, where he was responsible for all facets of the practice including business development, deal sourcing, leading deal teams, executing client mandates, and negotiations. Prior to Siemer, Ivan was a Managing Director at at Barrington Associates, a division of Well Fargo Securities, focusing on advising emerging companies on their growth and exit strategies.

Prior to WFS/Barrington, he served as the Managing Director and Portfolio Manager for N3 Technology Fund, a long/short hedge fund. Prior to N3, he was the General Manager and Executive Vice President at SOA Software (now Akana). Prior to SOA Software, Ivan was the co-founder & President of Vertex Systems, a leading consulting firm focused on strategy, implementation, integration, and monetization with clients

around the world. Prior to Vertex, he was the Director of European Operations for TLD Systems in Paris, France, providing software for European space and military projects. Ivan has served on a number of corporate, business, government, and non-profit boards, including Digital Jersey, New Entrepreneurs Foundation, Los Angeles Venture Association, Cedars-Sinai Medical Center, LA Chamber of Commerce, USC Lloyd Greif Center for Entrepreneur Studies, USC Marshall Partners, Junior Achievement of Southern California, Blue Software, Merchant Centric, 6SC Consulting, Ukies, and Courtyard.

Ivan is an active member of the Young Presidents' Organization, a YPO resource at the LBS YPO program, and a guest lecturer for several universities and organizations. He was a finalist at the E&Y Entrepreneur of the Year Award and maintains a blog for lifecycle of tech companies.

He has been a CNN Guest Contributor and is published on a number of tech sites including CNN Business, AlwaysOn among other sites. He is a frequent speaker at industry events including the INC 500 Conference, OnMedia, AlwaysOn, Los Angeles Venture Association, among others. He has been featured on CNN, as well as in numerous publications including Fortune Magazine, Los Angeles Times, and the Los Angeles Business Journal.

Mr. Nikkhoo received his MBA from USC Marshall School of Business in 1989 and his Bachelor of Science in Engineering from McGill University in 1984. He has completed executive education programs at HBS and Stanford and is a General Securities Principal licensed with FINRA/SIPC. He has lived on three continents, has travelled extensively throughout the world, speaks three languages, and is experienced in doing business globally.

Ivan lives in Los Angeles with his wife and two kids and enjoys sports and travel.