

## **James T. Benham**

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### **Objective**

A senior management position that utilizes supervisory expertise, financial and entrepreneurial skills and knowledge gained through experience and continuing education.

### **Relevant Experience**

*Management:* Organizational, supervisory, program / project, budget, strategic planning, conflict resolution, hiring and training.

*Entrepreneurial:* Major role in the establishment of a new state agency designed to address science and technology research funding, technology transfer opportunities, and seed capital investments in start-up technology based companies; Primary role in the development and growth and eventual sale of a start-up bio-medical device manufacturing company.

*Financial:* Budget management, portfolio management, negotiations and deal structuring, sales and marketing, financial planning, investment and wealth transfer strategies, qualified and non-qualified retirement plans, investments – (equity, bonds, mutual funds, annuities), asset allocation, risk management, life, disability, long term care;

Managed the establishment and growth of two state offices for international financial service firms;

### **Qualification Summary**

- Certified Economic Development Finance Professional and graduate of the Economic Development Institute, University of Oklahoma;
- Primary role in the establishment and growth of a new science and technology focused state agency;
- Developed and managed a multi-million dollar investment fund, leveraging \$10.5 million dollars in 17 start-up technology based companies;
- Daily management of investment portfolios;
- President / CEO for an international franchising corporation;
- Regional Vice President for prominent, international financial services firms;
- Arkansas Registered Principal for major financial services firms;
- Registered Investment Advisor, Principal Licensed Series 24 and 53, Securities licensed 7, 6, 63, 65 (66).
- Primary role in the development and growth of a start-up bio-medical device manufacturing company;
- Experience developing organizational, supervisory and team building skills;
- Experience in budget and strategic planning activities;
- Trained to conduct quality audits both internally and at Original Equipment Manufacturing sites.

## **Employment History**

### **Candy Bouquet International:** Little Rock, AR – Current Position

President & CEO – International franchising corporation with over 730 units in thirty three countries. Responsibility for and management of corporate staff, including sales, marketing and training, franchise development and franchise support. Worked directly with the information technology (IT) department to establish protocol for database management and internet lead sourcing. Set new policy as related to responsible areas.

### **MassMutual Financial Group:** Little Rock, AR – June 2006

*Branch Manager / Sales Manager / Registered Principal for Arkansas*

Responsible for all securities transactions and full supervision for state registered representatives and securities brokers. Other responsibilities include office production, recruiting, product and sales training, and management oversight for securities, qualified retirement plans, and life product sales force. Responsible for implementing and conforming to SEC, NASD and corporate compliance regulations for the state office and its sales force.

### **Hartford Life:** Little Rock, AR – January 2005

*Point of Sales Consultant* – Established close working relationships with financial consultants located at banks and major wire houses, CPAs and financial planners. Assisted in the design and implementation of wealth transfer strategies for their higher net worth cliental. Presented sales ideas to client base and was a registered CE Instructor.

### **AXA Advisors / Equitable Life:** Little Rock, AR – June 1999

*Regional Vice President* – Arkansas Registered Principal responsible for the supervision of registered securities brokers. Responsible for office production, recruiting, product and sales training, and management oversight for securities, qualified retirement plans, and life product sales force. Responsible for implementing and conforming to SEC, NASD and corporate compliance regulations for the state office and its sales force.

### **TransMedica International, Inc.:** Little Rock, AR – May 1997

*Director of Manufacturing* – Primary role in the growth and development of a start-up technology-based company and its primary product. Manufacturer of a FDA cleared, bio-medical laser device used for transdermal drug delivery and the drawing of capillary blood for screening purposes.

*Manufacturing* – Primary liaison with company's Original Equipment Manufacturer (OEM). Daily communications with the OEM to coordinate inventory projections and shipments, problem solving, and engineering changes.

*Management* – Supervision and coordination of product logistics management including production forecasting, inventory control and device tracking. Supervision of personnel responsible for quality assurance, quality control, customer service and internal technical support.

*Business Development* – Identified and established relationships with medical product manufacturer/developers (domestic and foreign) to explore joint venture opportunities. Participated in the new product design and product development. Identified component manufacturers and developed plans to reduce component costs and increase component performance (resulted in 50% cost and size reduction and a 20x performance increase).

Represented the company at medical tradeshows in United States and in Europe.

*Quality and Regulatory* – Developed plan and obtained assistance grant to achieve ISO and CE Mark certification for the company's product, Laser Lancet®. Responsible for the development of the Laser Lancet® operations manual. Trained to conduct quality audits both internally and at OEM sites.

**Arkansas Science and Technology Authority:** Little Rock, AR – July 1985

*Vice President of Finance* – Assumed primary role in the development and growth of a new state agency established from enabling legislation.

*Management* – Development and management of a multi-million dollar investment portfolio. Negotiated financing packages and closing documents for investments in start-up technology-based businesses. Developed, supervised, coordinated and evaluated the activities of program managers to ensure proper management of the Authority's programs designed for business and technology development and technology transfer. Participated on agency budget committee and in agency strategic planning sessions. Worked directly with Authority Board of Directors and Board Committees.

*Business Development* – Established working relationships with public and private organizations on state and national level. Developed a financing sources network. Represented the Authority in meetings with academia, the public and private sectors on a state and national level. Oral presentations to professional, civic, and other organizations.

*Technology Transfer* – Established working relationships with state and federal agencies and private industry. Developed programs to promote technology transfer activities between state and federal agencies, and private industry; e.g. NASA's Technology Outreach Program.

Co-investigator on several federal grants awarded to the Authority.

**Benham Farms:** Marianna, AR

Principal commodities grown included cotton, soybeans, wheat, corn and rice.

### **Education**

**University of Arkansas,** Fayetteville, AR – Bachelor of Science in Business Administration Major: Business Management

### **Continuing Education**

MassMutual Financial and AXA Equitable: Credentialing and training in financial planning, financial planning techniques, fact finding skills and risk analysis; Continuous life insurance product training, marketing and selling techniques.

Graduate of the Economic Development Institute – Three year program conducted by the College of Continuing Education, University of Oklahoma. This program is associated with and endorsed by the American Economic Development Council. Award winning thesis titled: *The Use of Flexible Manufacturing Networks as an Economical Development Tool*.

Completed certification as an Economic Development Finance Professional (EDFP) from the National Development Council; A comprehensive course concentrating on the art of negotiating and deal structuring, real estate finance, business credit analysis, analyzing a start-up business, and economic development financing.

Various training programs focused on wealth transfer strategies, financial planning, life products, variable and single-pay immediate annuities, etc.

### **Membership and Certifications**

Member Board of Directors – First National Bank, Marianna, AR

Past President of the Board of Trustees - Ferncliff Camp and Conference Center – Ferndale, AR.

Founding member / Board of Directors of the National Association of State Venture Funds

Founding Member / Vice President of the Arkansas Technology Transfer Society  
Economic Development Finance Professional

The Economic Development Institute – University of Oklahoma

Deacon Second Presbyterian Church - Little Rock, AR