

IVAN K. NIKKHOO

Investor | Advisor | Speaker



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BACKGROUND

With over 32 years of experience in various senior capacities internationally, Ivan is the Managing Director of N3 Capital, LLC. N3 Capital is a catalyst to help entrepreneurs create and grow disruptive technology platforms by providing seed and early stage investing, raising growth capital, and offering educational seminars and strategic board advisory services.

Ivan has deep domain expertise in software and SaaS, eCommerce, marketplaces, platforms, digital media, and consumer Internet. He has an extensive background in venture capital, private equity, operations & management, sales & marketing, and tech M&A. He has a strong global network with long-standing VC, PEG, and CEO level relationships and has proven ability and expertise in guiding tech companies on their growth strategies, capital needs, strategic direction, and exit strategies.

He is an active seed and early stage investor with a number of portfolio companies and co-invests with leading funds and regularly hosts a series of CEO dinners in a number of cities where he invites the leading tech CEOs, VCs, PEGs, and industry executives to network and discuss the latest industry trends and updates.

Ivan is also an Adjunct Professor at USC Marshall School of Business where he teaches classes on growth financing, M&A, and eCommerce. He lectures on the same topic at the London Business School and other universities and professional organizations.

Ivan has been featured in numerous publications including Fortune Magazine, LA Times, and LABJ. He is a CNN guest contributor and is regularly published on a number of tech sites including CNN Business, SoCalTech, and AlwaysOn. He is a frequent speaker at industry events including the INC 500 Conference, OnMedia, AlwaysOn, LAVA and was a finalist for the E&Y Entrepreneur of the Year Award. He is an advisor to several incubators, accelerators, and funds, and serves on a number of corporate, business, government, and non-profit boards.

Mr. Nikkhoo received his MBA from USC Marshall School of Business and his Bachelor of Science in Engineering from McGill University. He has completed executive education programs at HBS and Stanford and is a General Securities Principal licensed with FINRA/SIPC.

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

SELECT PREVIOUS SPEAKING ENGAGEMENTS

Conferences & Business Organizations

- INC 500 Conference
- AlwaysOn Conference
- LA Venture Association
- Ass. Of Corp. Growth
- Growth Capital Conference
- OnMedia Conference
- Conference on Tech Ecosystem in Jeddah, Kingdom of Saudi Arabia
- TECH London
- SoCalTech
- YPO Romania
- YPO Saudi Arabia
- Trinet Annual Summit
- YPO Real Estate & Omni-channel Conference
- Masdar Annual Summit in Dubai
- Barcelona Tech Ecosystem Conference
- Berlin Tech CEO Summit
- Siemer Summit

Educational and Non-Profit Institutions

- USC
- London Business School
- UCLA
- Pepperdine
- Stockholm University
- University of Vienna
- New Entrepreneurs' Foundation
- Digital Jersey
- Junior Achievement

Media

- CNN
- Fortune Magazine
- LA Times
- LA Business Journal

SPEAKING TOPICS

Raising Capital:

Every CEO needs to raise money at some point in the lifecycle of his/her company. However, the needs and challenges of companies change from seed and early to growth and exit stages, and the sources and uses of funds will change accordingly.

This talk focuses on how to raise money during each stage of a company's lifecycle, finding the right institutional investors, and understanding investors' expectations. We will discuss companies that have been successful, and why others have not. We will explore what professional investors seek in investments during each stage, current market trends, and the most important KPIs to focus on to ensure a successful raise.

Omnichannel Commerce & Platforms:

The rise of eCommerce represents the single most important wave of retail innovation since consumer brands first began selling goods and services online over 20 years ago. eCommerce, trading in products or services online, represents less than 10% the total retail in the US. Globally, that number is even less. Given the size of the opportunity, entrepreneurs who successfully execute on new business models stand to reap outsized returns. Opportunities for entrepreneurs looking to build the next billion-dollar eCommerce or platform company exist across many categories. The first step is to understand the ecosystem, current environment, key trends, tools, and industry players.

This talk will provide a 360-degree view into the building, scaling, and running an Omnichannel business or platform. We will establish an in-depth understanding of the fundamentals, language, and terminology, and using current, real-world examples, we will review and examine the latest trends, success factors, and developments. We will explain key KPIs such as cohort analysis, CAC, churn, and LTV, and look at the impact of vertically integrated commerce, electronic payments, supply chain integration, data collection, analytics, and online marketing and promotion.



Social Media – Impacts, Trends, & Developments:

Social media is now the most important and effective way to reach audiences with accuracy, feedback, and intent. From Facebook, Instagram, Twitter, and LinkedIn to Pinterest, Wishbone, and Snapchat, each channel offers different opportunities, and along with traditional channels, a complete approach can be designed. Social media has become the face of your company and the foundation of a company's communication strategy.

Social media enables real-time customer interaction and feedback. It also offers a clear ROI. More than ever, social media is about customer engagement and experience. Micro targeting, viral campaigns, video, customer feedback, and data analytics both positive and negative, dramatically impact a company's financial performance.

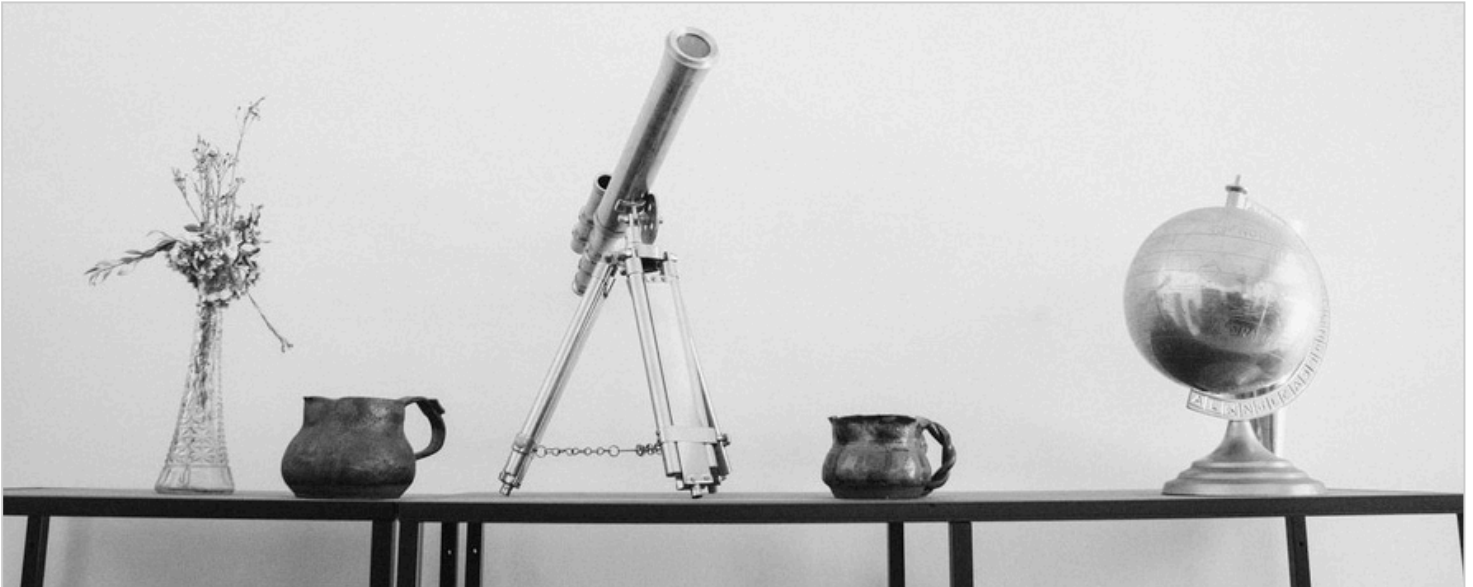
This talk will focus on how to find, interact and engage with your target audience using the appropriate channels. We will discuss the channels that best serve various audiences and the analytic tools to measure the return of the social media-marketing plan, as well as how these channels performance across geographies around the world.

SPEAKING TOPICS (CONTINUED)

Creating A Sustainable Digital Ecosystem:

Many regions around the world are now competing to become digital clusters, trying to attract venture capital and talent, and building tech ecosystems. The benefits are significant and obvious. The challenge is creating the right environment for the tech clusters and ecosystems to form.

This talk will cover the fundamentals of creating a sustainable digital ecosystem based on geography, competitive advantages, cluster effects, and infrastructure. We will compare the strengths and weakness of different clusters around the world, and how their lessons learned could be applied to a new region. Additionally, we will further discuss the role of accelerators, incubators, and ecosystems, as well as trends and developments across the globe.



Entrepreneurship:

Being an entrepreneur is hard. Not everyone should be an entrepreneur. It is lonely, challenging, and not always rewarding. You need passion, commitment, and luck. You also have to have the right team, the right idea, and be in the right place at the right time.

Entrepreneurship is an attitude and mindset. It's about passion and doing what you love. It's about creating value and gaining independence. It's about challenge, risk, persistence, and the ability to innovate – to improve on the old or invent the new. It is not for those who hate ambiguity or want everything in black and white. It is for the self-motivated, independent, persistent individual, who has a sense of humor and can learn and bounce back from adversity. The entrepreneur is willing to take and manage calculated risks and adjust to market reactions.

This talk provides an in depth understanding entrepreneurship, and the opportunities and challenges; from conceptualizing idea generation and validation through opportunity recognition, to developing and monetization.

