

TURN/RIVER CAPITAL
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CAPITAL FOR WHAT'S NEXT

WE PROVIDE THE CAPITAL AND OPERATIONAL EXPERTISE FOUNDERS AND OPERATORS
NEED TO ACCELERATE INTO THEIR NEXT PHASES OF GROWTH.

About Us

At Turn/River, we believe the new breed of technology and SaaS companies we see today — capital efficient, data-driven, high velocity — requires a new kind of investor. Turn/River was purpose-built for these companies, combining flexible capital with an incredibly deep operational team that helps founders and managers impact their businesses.

This unique operational team is the core of our strategy. Turn/River combines an internal growth-focused agency comprised of SEO, SEM, go-to-market, and recruiting experts with a frontline team that can provide Sales Directors as a Service, Marketing Directors as a Service, and Customer Success Directors as a Service to implement best practices

and scale operations as quickly and efficiently as possible.

Turn/River is focused on helping these companies across many formats, whether they be founder-driven, bootstrapped businesses, overlooked divisions of larger companies, or formerly venture-funded companies looking for a new direction. We can help buy out these businesses or spin out these divisions, as well as provide liquidity for founders or former owners and growth capital for acceleration or acquisitions.

How can we help you?

Active Portfolio

(<http://netsparker.com>)

NETSPARKER

(<http://netsparker.com>)
Netsparker provides a dead-accurate, easy-to-use security scanner for enterprises to automatically find security flaws across thousands of websites, web applications, and web services. Its unique proof-based scanning technology yields industry-leading detection rates with false positive-free results every time.

(<http://acunetix.com>)

ACUNETIX

(<http://acunetix.com>)
Acunetix offers an automated tool that enables companies to scan their web apps to identify and resolve exploitable vulnerabilities. It includes integrated vulnerability management features to allow the enterprise to comprehensively manage, prioritize, and control vulnerability threats.

huddle[™]
(<http://huddle.com>)

HUDDLE

(<http://huddle.com>)
Huddle is an innovative enterprise document collaboration platform that helps over 100,000 teams, enterprises, and government organizations collaborate intelligently.

THINQ (<http://thinq.com>)

THINQ provides cloud-based, voice-enabled applications for the enterprise and telecommunications industries, with features such as call routing, voice API integrations, and messaging that enhance business communications and reduce costs.

 **TRAKSTAR**
(<http://trakstar.com>)

(<http://reviewsnap.com>)

 **recruiterbox**
(<http://recruiterbox.com>)

(<http://mindflash.com>)

TRAKSTAR

(<http://trakstar.com>)
Trakstar is a global performance management company that provides performance appraisal software to help organizations manage feedback, goals, and reviews.

REVIEWSNAP

(<http://reviewsnap.com>)
Reviewsnap is an all-in-one performance management system that manages performance reviews, 360 degree feedback, compensation, and learning content.

RECRUITERBOX

(<http://recruiterbox.com>)
Recruiterbox is an easy-to-use recruiting software and applicant tracking system to help growing companies manage their hiring processes.

MINDFLASH

(<http://mindflash.com>)
Mindflash provides a web platform for companies to easily share knowledge and train employees, built to handle any type of content and to facilitate online training courses within minutes.

(<http://airbrake.io>)

AIRBRAKE (<http://airbrake.io>)

Airbrake bug tracker is an error reporting application that provides insights into the health of your application and an organized platform to help teams squash bugs faster.

Exited Portfolio

MAILGUN (<http://mailgun.com>)

Mailgun is the leading transactional email API platform built for developers.

TEST IO (<http://test.io>)

test IO is a test management system to implement explorative and test case-based testing in just a few minutes.

MAGNUS HEALTH

(<http://magnushealth.com>)
Magnus Health provides a cloud-

Mailgun was acquired by Thoma Bravo, a leading private equity fund, in 2019. Turn/River retains a minority stake in the business.

Test IO was acquired by EPAM, a software engineering and consulting firm, in 2019.

based student health record solution designed specifically for use in schools.

Magnus Health was acquired by a school information system in 2019.

(<http://bookfresh.com>)

(<https://www.crunchbase.com/organization/plum-district#section-overview>)

SUCURI (<http://sucuri.net>)

Sucuri is the leader in website security with their malware & blacklist removal and CloudProxy Firewall (WAF) product.

Sucuri was acquired by GoDaddy in 2017.

BOOKFRESH

(<http://bookfresh.com>)

BookFresh is an online scheduling tool for SMBs.

BookFresh was acquired by Square in 2014.

PLUM DISTRICT

(<https://www.crunchbase.com/organization/plum-district#section-overview>)

Plum District is an e-commerce platform that offers products, activities, and inspiration for all mothers.

Plum District was acquired by nCrowd, a marketing automation business, in 2014.

Team





(<https://www.linkedin.com/in/dominicang/>)

Dominic Ang - Managing Partner

(<https://www.linkedin.com/in/dominicang/>)

Dominic is the Founder and Managing Partner of Turn/River Capital. In addition to managing the firm, Dominic also leads the firm's investment process and led recent investments in Mailgun and Applied Training Systems, as well as prior investments in Sucuri (acquired by GoDaddy) and BookFresh (acquired by Square). Prior to founding Turn/River Capital, Dominic led the buyout and became CEO of My Perfect Sale (later acquired by Sugar, Inc). Prior to that, he was a vice president at Vector Capital and an associate at Advent International. Dominic graduated from the University of California at Berkeley, where he received a B.S. in Business Administration.



(<https://www.linkedin.com/in/evanginsburg/>)

Evan Ginsburg - Partner, COO

(<https://www.linkedin.com/in/evanginsburg/>)

Evan serves on the boards of Huddle, Magnus, Mailgun, Applied Training Systems, and Airbrake. He was part of the Turn/River team that led the BookFresh investment. As CEO of BookFresh, he drove significant growth, leading to its successful acquisition by Square in 2014. At Square, Evan led product marketing for Square Appointments (formerly BookFresh). Prior to BookFresh, he spent over a decade in enterprise software sales and sales management.



(<https://www.linkedin.com/in/chasesorgel/>)

Chase Sorgel - Partner, Operations

(<https://www.linkedin.com/in/chasesorgel/>)

Chase is focused on driving growth at the Turn/River portfolio companies. He leads the Operations Team that partners with the leadership at portfolio companies to execute and optimize proven growth strategies. Prior to joining Turn/River, Chase spent 11 years building high-performance marketing and sales teams in start-ups and large organizations. At PayPal, he led the global growth team that drove profitable customer acquisition across 100 countries. At the solar start-up RePower, Chase built the marketing and sales engines that generated 6x in revenue growth.



(<https://www.linkedin.com/in/saiedamiry/>)

Saied Amiry - Principal, Operations

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Saied is focused on driving growth at the Turn/River portfolio companies. Prior to joining Turn/River, Saied led high performing marketing teams at both scaled businesses and growing startups such as LinkedIn, QuinStreet, and Apollo Education Group. At LinkedIn, he led the global marketing team for LinkedIn's verticalized business lines focused on their Marketing & Sales Solutions business units. At Apollo Education Group, he led customer acquisition, lifecycle marketing, and retention efforts. Saied holds an M.B.A. from



(<https://www.linkedin.com/in/joanneyuan/>)

Joanne Yuan - Principal, Investments

(<https://www.linkedin.com/in/joanneyuan/>)

Joanne is responsible for sourcing and executing new investments and working strategically with companies post-investment. She led the investment in and sits on the board of Acunetix and Netsparker. She has nearly a decade of experience investing in, scaling, acquiring, and selling enterprise software companies at Hellman & Friedman, Morgan Stanley, and Google. Prior to joining Turn/River, Joanne was an investment partner at Cowboy Ventures, a seed stage venture fund. She has an M.B.A. from Stanford GSB



(<https://www.linkedin.com/in/angalvin/>)

Alvin Ang - VP, Operations

(<https://www.linkedin.com/in/angalvin/>)

Alvin is responsible for operations, marketing, and retention across the portfolio companies. Before joining the Operations Team, he was part of the Investment Team where he led a number of investments including Netsparker, Recruiterbox, Mailgun, Trakstar, Magnus Health, Test IO, Airbrake, and Reviewsnap. Prior to joining Turn/River, Alvin worked as a programmer and marketer on several projects, ran a small web agency, and was

the Wharton School at University of Pennsylvania and a B.A. in Economics from University of California, Los Angeles.

and graduated magna cum laude with dual B.S./B.A. degrees from the University of Pennsylvania.

an engineer at Bechtel. Alvin graduated from Purdue University where he received a B.S. in Chemical Engineering.



(<https://www.linkedin.com/in/jeff-kline-36a6173/>)

Jeff Kline - VP, Sales

(<https://www.linkedin.com/in/jeff-kline-36a6173/>)

Jeff is responsible for driving revenue and customer success at Turn/River's portfolio companies. Jeff has over a decade of experience in sales, strategy, and operations. Prior to Turn/River, he built and scaled the sales development function and established sales operations at ThoughtSpot. At Twitter, he led business operations, the team that drove global revenue strategy. Prior to that, he was a management consultant with Bain & Company in San Francisco. Jeff holds an M.B.A. from Stanford Graduate School of Business and graduated summa cum laude from Mississippi State University.



(<https://www.linkedin.com/in/julie-pellegrini-792324a/>)

Julie Pellegrini - VP, Finance

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Julie is responsible for internal operations at Turn/River. Before joining the firm, Julie spent several years at Makena Capital in multiple roles that spanned accounting and finance, technology, and HR strategy. She also led continuous improvement initiatives across the firm. Prior to Makena, Julie was a Senior Audit Associate in the Investment Management practice at PricewaterhouseCoopers. Julie received a B.A. in Psychology from Stanford University and a M.S. in Accountancy from San Jose State University.



(<https://www.linkedin.com/in/kristenniccoleswanson/>)

Kristen Swanson - VP, Talent Management

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Kristen is responsible for the employee lifecycle at the Turn/River portfolio companies. Prior to joining Turn/River, Kristen built talent operations at organizations of all sizes, including Google, Slack, BrightBytes, and a variety of public school districts. At Google, she helped to scale the Google Images team via operational excellence. At Slack, she served as the Director of Learning and built the company's first talent development program. At BrightBytes, she led efforts to measure technology's impact on learning and performance. Kristen holds an Ed.D. in Adult Learning from Widener University, an M.S. in Instructional Design from Wilkes University, and a B.A. in Education from DeSales University.





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Jarrett Stringfellow - VP, Sales & Customer Success

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Jarrett is focused on driving sales and customer retention across the portfolio companies. Jarrett has spent the last 13 years working in a myriad of pre- and post-sales functions on the frontlines and in leadership roles. After building and leading SquareTrade's Channel Sales Team, Jarrett joined Impact Radius where he led the Account Management Group to deliver best-in-class revenue growth and customer retention.



Bryan Payne - VP, Investment Development

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Bryan is responsible for sourcing and evaluating new investments for the firm. Prior to joining Turn/ River, Bryan was Vice President at SaaS-focused investment bank, Vaquero Capital. Prior to Vaquero, Bryan worked as an attorney for several years. Bryan holds a J.D. from UC-Hastings College of the Law and graduated with dual MPA/BBA degrees in Accounting & Finance from the University of Texas-Austin.



(<https://www.linkedin.com/in/whoisdzhang/>)

Danny Zhang - Director, SEM & Paid Media

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Danny manages all paid marketing efforts across the portfolio companies. Prior to joining Turn/River, Danny worked at 3Q Digital, a leading digital marketing agency, driving revenue growth for SaaS clients via paid search, paid social, and CRO testing. Danny has doubled the number of paid leads for Turn/River portfolio companies within 30 days of taking over their accounts. Danny graduated from Purdue University, where he received a B.S. in Economics.



(<https://www.linkedin.com/in/micahfk/>)

Micah Fisher-Kirshner - Director, SEO & Content

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Micah manages SEO and content across the portfolio companies. He's been in the SEO field for 10 years having previously worked at Zendesk, Zazzle, Become, and Balsam Brands. Within the industry, he is the president of the San Francisco SEO Meet-up Association BayAreaSearch.org, is an advisor for SEORadar, and is a weekly panelist for Dumb SEO Questions. Micah has a Master's in Pacific International Affairs from UCSD and a B.A. in International Affairs from The George Washington University.



(<https://www.linkedin.com/in/tnaumenko/>)

Taras Naumenko - Director, Customer Success & Retention

(<https://www.linkedin.com/in/tnaumenko/>)

Taras is responsible for driving revenue and customer retention across the portfolio by optimizing onboarding, expansion, and renewal strategies. Taras has over a decade of experience in customer success, account management, support, and renewal sales across both high-volume, low-touch and high-touch enterprise models. Prior to joining Turn/River, Taras built a global customer success organization at Campaign Monitor, substantially accelerating revenue growth. Prior to that,



(<https://www.linkedin.com/in/hollowaybenjamin/>)

Ben Holloway - Senior Associate, Investments

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Ben has worked on Turn/River's investments in Mailgun, Huddle, Netsparker, Acunetix, Mindflash, and THINQ and is also actively involved with Applied Training Systems. Prior to joining Turn/River, Ben worked at Intuit in a variety of positions including corporate development and product management, and at Morgan Stanley as a private equity analyst. Ben graduated from Hamilton College, where he received a B.A. in Political Economics.

he spent over seven years at Atlassian in a variety of post-sale front lines and leadership roles.



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Matt Amico - Senior Associate, Investments

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Matt is focused on sourcing, evaluating, and executing investment opportunities for the firm and worked on transactions with Mindflash and THINQ. Before joining Turn/River, Matt worked for hedge fund investment firm SkyBridge Capital, where he held roles in both New York and London. Prior to SkyBridge, Matt worked as an investment banking analyst in the M&A group at Goldman Sachs and as a corporate paralegal at law firm Debevoise & Plimpton. Matt graduated from Tufts University, where he earned a B.A. in Political Science.



(<https://www.linkedin.com/in/christianbramwell/>)

Christian Bramwell - Manager, Data Science

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Christian is focused on data-oriented projects internal to Turn/River and its portfolio companies. He graduated from Cal Poly San Luis Obispo with a B.S. in Aerospace Engineering, specializing in satellite design. Prior to joining to Turn/River, Christian worked as a sales engineer in the aerospace & defense industry and created predictive analytic models in his free time.



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Samir Afzal - Associate, Investments

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Samir is focused on sourcing, evaluating, and executing investment opportunities for the firm. Before joining Turn/River, Samir worked as an analyst in the Technology Coverage group at J.P. Morgan. Samir graduated from The University of Southern California, where he earned a B.S. in Business Administration.





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Maggie Miller - Associate, Investments

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Maggie is focused on sourcing, evaluating, and executing new investment opportunities for the firm. Prior to joining Turn/River, she worked in sales and marketing at various Y Combinator-backed startups. Maggie graduated magna cum laude from the University of North Carolina at Chapel Hill, where she received a B.A. in Political Science and a minor in Advertising.



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Priya Diwakar - Analyst, Investments

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Priya is focused on sourcing new investment opportunities for the firm. Prior to joining Turn/River, she worked in consulting and for various federal government agencies, specializing in technology policy and trade. Priya graduated magna cum laude from American University, where she received a B.A. in International Relations.



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Kim Kotch - Executive Assistant

(<https://www.linkedin.com/in/kimberly-kotch-ba8920141/>)

Kim manages administrative operations at Turn/River. Before Turn/River, Kim managed Central Florida operations for Oakwood Corporate Housing. Prior to Oakwood, Kim worked in various roles for the Walt Disney Company, including entertainment, character development and leading and assisting in the development of training programs. Kim graduated from the University of Central Florida with a B.A. in Criminal Psychology.



(<https://turnriver.recruiterbox.com/>)

Careers

Turn/River and our portfolio companies are growing rapidly, and we're always looking for smart, diverse, motivated team members to join us in building something impactful. If that's exciting to you, check out open roles at our firm in investment and operations, as well as across our portfolio.

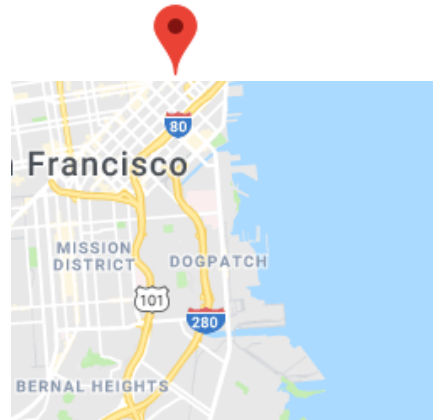
If there's a position of interest that you don't see open today, please don't hesitate to contact us.

**VIEW OPEN ROLES
([HTTP://TURNRIVER.RECRUITERBOX.COM](http://turnriver.recruiterbox.com))**

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