

Jim Cohen
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Houston, TX

Experience

Co-founder and Managing Director

Fitz Gate Ventures

Dates Employed: Jul 2016 – Present

Fitz Gate Ventures is an early stage venture capital fund (www.fitzgate.com) which invests in startups in which a Princeton alum, faculty member or student is either a founder or a member of the senior management team. The fund's mission is to be the connective tissue for Princeton's entrepreneurial ecosystem by leveraging its vast "Friends of Fitz" network as well as the broader alumni base generally to source and vet opportunities as well as to mentor the founders backed by the fund.

Lecturer, Princeton University Graduate School Seminar Series on Venture Capital

Princeton University

Dates Employed: Sep 2018 – Present

Present lecture series about startups and venture capital finance to Princeton University graduate students.

Executive Vice President - Mergers and Acquisitions (corporate development)

Consolidated Graphics, Inc. (NYSE: CGX)

Dates Employed: Aug 2005 – Feb 2014

Led mergers and acquisitions for this publicly traded company (NYSE: CGX) which was, up until its acquisition by RR Donnelly (NYSE: RRD), one of the world's largest general commercial printing companies with revenues of approximately \$1.1 billion and 5,500 employees across 70 operating subsidiaries in 26 states, Canada, Central Europe and Asia. During eight year tenure, grew top line revenues by approximately 50% through acquisition. Responsible for sourcing, identifying, valuing, structuring and executing mergers and acquisitions, joint ventures and other corporate development opportunities. Reviewed between 200-300 opportunities each year. Led deal teams through all phases of business combination transactions (from sourcing and identification of targets, financial analysis and valuation to due diligence, negotiation of definitive documentation, board approval, closing and post-closing integration). Identified and executed the company's largest acquisition as well as its first acquisition outside the U.S. Also completed the company's first international joint venture (Czech Republic). Reported to CEO. Average internal rate of return on acquisitions in the 35-40% range.

Corporate Lawyer

Baker Botts, LLP

Dates Employed: 2003 – 2005

Represented clients in mergers and acquisitions, securities offerings and general corporate matters.

Managing Director and Partner

Main Street Capital Corporation

Dates Employed: Dec 1996 – Jun 2002

Sourced, structured and executed investments in various fragmented industries. Member of Investment Committee. Generated IRR in excess of 40% to investors in the fund.

Corporate Lawyer (M&A, private equity; NYC and London offices)

Simpson Thacher & Bartlett LLP

Dates Employed: Sep 1992 – Dec 1996

Mergers & Acquisitions, private equity; New York office; London office; Clients included KKR, Blackstone, RJR Nabisco, Lehman Brothers, Princeton University, Rosewood Capital and The New York Times.

Financial Analyst

Morgan Stanley

Dates Employed: Jul 1986 – Aug 1988

Education

Princeton University

AB, cum laude

Dates attended: 1982 – 1986

Activities and Societies: Honor Committee; Class President; Cottage Club.

New York University School of Law

JD

Corporate law

Dates attended: 1989 – 1992

Activities and Societies: Admitted to honorary law journal, Annual Survey of American Law.