

# **Danny Klein**

**Senior Manager, Business Innovation and Incubation at Consulate General of Canada (CTA Boston)**

Boston, MA, US

Danny Klein is an expert in business innovation, bringing to life new opportunities to create value and drive profitable growth.

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## **Biography**

Danny Klein works in the new business innovation and incubation team responsible for bringing to life new opportunities to create value and drive profitable growth for Verizon. Danny leads and coordinates all aspects of key innovation projects: comprehensive business case development in close partnership with business units, concept creation, partner identification, launch plan development, incubation, commercialization, as well as measurement & evaluation. Currently, Danny oversees the Virtual Reality and Augmented Reality projects. Danny has 10 years of experience in venture capital where he sourced new investments, managed due diligence, and structured transactions. Danny focused on investments in wireless communications (including software and platforms), digital/new media (including content, video, advertising and analytics), enterprise technologies (including "Big Data" and virtualization), consumer internet, and software. As an active participant at the board level, Danny worked with senior management to develop strategic marketing and business development strategies, and to evaluate merger synergies and acquisition candidates. Prior to his career in venture capital, Danny spent 6 years as a research analyst with the Yankee Group covering emerging technologies and at Bear Stearns. He analyzed technology trends, authored market research reports, global forecasts, and led consulting engagements for clients assessing market entrance strategies, competitive analysis, corporate and product expansion ideas, and sales approaches. Danny is the former Co-Chairman of the New England Venture Network (NEVN), the largest young venture capital organization on the East Coast. Under NEVN, Danny co-founded VentureNetwork.VC, the first social network built exclusively for the venture capital community. Danny received a Bachelor of Commerce from McGill University, and received an M.B.A. with honors from the Olin School of Management at Babson College.

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## **Industry Expertise**

Business Services, VC and Private Equity

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## **Areas of Expertise**

Business Strategy, Mergers & Acquisitions, Venture Capital, Financial Modeling, Due Diligence

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## **Education**

**Babson F.W. Olin Graduate School of Business**

M.B.A. Marketing & Entrepreneurship

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