Paul Hendricks

Head of Corporate Development

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SUMMARY

Head of corporate development with 15 years in technology M&A, running acquisitions, strategic investments and partnerships for a $7B enterprise software company. Reports to the CFO, sets M&A strategy with the CEO and board, leads negotiation and valuation on deals up to $2B, and has closed 18 acquisitions.

SKILLS

Corporate Development • M&A • Financial Modeling • Valuation • Negotiation • Due Diligence
Strategic Partnerships • Corporate Venture • Integration • Investment Banking

EXPERIENCE

Head of Corporate Development 01/2021 - Present

Sand Hill Systems Palo Alto, CA

Public enterprise software company with $7B in revenue.

- Lead a team of **9** across M&A, corporate venture investments and strategic partnerships.
- Closed 8 acquisitions worth $3.4B, including a $2B security platform purchase in 2024.
- Run a corporate venture program that has made 22 minority investments worth $180M.
- Set the yearly M&A plan with the CEO and board and lead negotiation with founders and sellers.

Director, Corporate Development 05/2016 - 12/2020

Willow Road Networks Menlo Park, CA

Networking hardware and software company with $3B in revenue.

- Closed 10 acquisitions from $30M to $600M across security, cloud and analytics.
- Built financial modeling standards and a valuation playbook used on every deal.
- Led due diligence teams of 20+ across engineering, legal, finance and HR.
- Partnered with integration leaders to retain 90% of key acquired engineers after 2 years.

Investment Banking Vice President 07/2011 - 04/2016

Montgomery Street Securities San Francisco, CA

Technology investment banking group.

- Executed 15 M&A and IPO transactions for software and internet clients.
- Led deal teams of 3-5 and client relationships with founders and CFOs.
- Managed valuation and fairness analysis for 4 public company boards.
- Trained 12 analysts and associates on technology sector modeling.

EDUCATION

Master of Business Administration 06/2011

Stanford Graduate School of Business Stanford, CA

General Management