

# MARY BETH LOESCH

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## BOARD COMPETENCIES

CEO | BOARD MEMBER | GLOBAL LEADER | MERGERS & ACQUISITIONS |  
INTERNATIONAL | IPOs & JVs | INVESTOR RELATIONS | CAPITAL RAISING |  
PROBLEM SOLVER & PINCH HITTER

### For Profit Boards

- Medical Simulation Corporation (Private) – Board Member (Prior)
- StarTek (Public) – Board Member International Subsidiaries (Prior)
- MessageMedia (Public) – Board Member International Subsidiaries (Prior)

### Non- Profit Boards

- Childrens Hospital Colorado – Board Member; Quality & Finance Committees (Current)
- Wonderbound – Trustee; Finance Committee (Current)
- Regis University – Board Member of Organizational Alliances & New Ventures Committee (Prior)
- Blackstone Entrepreneur Network – Advisor (Prior)
- Women on Boards – Host Committee 2020 (Prior)
- Mullen High School – Foundation Board Chair (Prior)
- Wounded Warrior Family Adventures - Founding Board Member (Prior)

## CAREER OVERVIEW

- CEO, President, and SVP for various private and public companies with over 30 years of boardroom experience
- Proven track record in building, operating, and growing global technology-enabled business services companies ranging from \$5 million to \$15 billion in revenue
- A wealth of expertise in developing and executing growth, turnaround and exit strategies for 7 private equity backed firms resulting in an extremely successful IPO, 4 strategic sales and 2 exits to private equity firms
- Extensive Merger and Acquisition experience including sourcing, negotiating, financing, closing, and integrating over \$3 Billion in deals
- Executed international growth strategies including acquisitions, joint ventures and de novo business startups in Europe, Australia, New Zealand, India, Philippines, Costa Rica and Canada
- Broad Operating, Corporate Strategy, Global Business Development, Sales & Marketing, Finance, Investor Relations, and Public Relations experience

## CAREER SUMMARY

**MB Loesch & Associates, LLC**  
**Founder and President**

**2011- Present**

MB Loesch & Associates is a strategic consulting firm serving as a trusted advisor to CEOs in high-growth, technology-enabled business services sectors and advising, developing and executing on corporate strategy to prepare companies for accelerated growth through new market development, international expansion and acquisitions.

In addition, MB Loesch & Associates assists companies in developing and executing corporate exit strategies. Engagements include advising the CEO and Chairman of a Behavioral Health on a sale on to a prominent New York based Private Equity firm for 5.3 times revenue. Currently engaged with a manufacturing and distribution business and the succession to the next generation. Served as a Blackstone Entrepreneur Network Advisor.

**Medical Simulation Corporation (Sale to Strategic Buyer)**  
**President and CEO, Board Director**

**2013- 2018**

Medical Simulation was a privately held Med-Tech firm providing simulation hardware, software and training services to the medical device industry and hospitals, for clients like Edwards Lifesciences. Appointed as President, CEO and Board Director in 2014 and leading the strategy and execution of a turnaround and raising capital, plus developing new channels, and exploring strategic options, as well as daily operations for two business units. Responsible for the sale to a strategic buyer.

**StarTek, Inc. (NYSE:SRT)**  
**Senior Vice President, Business Development & Marketing**

**2007- 2011**

StarTek is a \$225 Million leading global provider of Outsourced Customer Care Services to the Communications Sector. Responsible for the Corporate Strategy, International Expansion into the Philippines and Central America, Mergers & Acquisitions, Marketing and Public Relations. Served on the Boards of the International Subsidiaries. Responsible for starting up de novo operations in the Philippines and Costa Rica.

**Activant Solutions, Inc. (Sale to Financial Buyer)**  
**Senior Vice President, Business Development**

**2004- 2006**

Built Activant Solutions, a vertical ERP company, into the 38<sup>th</sup> largest Software and Database firm globally. Activant was a Hicks Muse portfolio company. Responsible for Corporate Strategy and Mergers & Acquisitions. Sourced, negotiated, and completed 3 strategic transactions growing the business from approximately \$225 Million to \$400 Million in revenue and \$100+ Million in EBITDA. Managed a very successful exit to a prominent financial buyer, while leading an IPO process.

**Interelate, Inc. (Sale to Strategic Buyer)**  
**Senior Vice President, Mergers & Acquisitions**

**2003- 2004**

Interelate was a leading Digital Marketing Services business that built, managed, and hosted CRM databases for Global 500 clients like the GAP. Brought in by Great Hill Partners to stabilize the business and explore strategic opportunities. Responsible for Corporate Strategy and Mergers & Acquisitions. Sourced, negotiated, and executed the sale of business to a public strategic buyer.

**MessageMedia (NASDAQ: MESH) (Sale to Strategic Buyer)**  
**Senior Vice President, Corporate Development**

**1999- 2002**

MessageMedia, a Softbank portfolio company, was a leading international provider of Outsourced Email Marketing Services and Software Solutions. Grew the firm from \$3 Million to \$36 Million in 24 months with direct responsibility for: Sourcing, Negotiating, Financing, Closing, and Integrating 2 deals; Expanded into International Markets with Joint Ventures with Vivendi and News Corp; and developed Corporate Strategy. Led the sale of the firm to DoubleClick and served on the Message Media International Boards in Paris, London, Sydney and Auckland.

**Internet Communications Corporation (NASDAQ: INCC) (Sale to Strategic Buyer) 1998 – 1999**  
**President, Advanced Network Operations**

INCC, an Anschutz portfolio company, was a \$40 Million leading regional provider of Data & Telecommunication and VOIP Services that provided customized voice and data networks. Engineered a successful turnaround and the sale of the firm. Responsible for the P&L and managing Sales and Operations.

**KPMG (NASDAQ: KINC)**  
**Managing Director Consulting**

**1996 – 1998**

KPMG was a \$7 Billion Accounting and Consulting firm. Hired as a Direct Admit Partner heading the CRM & ICE Consulting Practices for the Southwest Region. Significantly grew the Telecommunications & Cable practice and CRM practice while providing Executive Client Management for 3 of the firm's top national industry accounts and managing \$11 Million in annual billings.

**CSG Systems, Inc. (NASDAQ: CSGS) (IPO)**  
**Senior Vice President, Marketing and Print Operations**

**1995 – 1996**

CSG is a \$700 Million firm providing Outsourced Customer Care and Billing Services to the Cable and Telephony markets. The firm was created through a leveraged buyout in December 1994 and taken public 14 months later. The first employee recruited by the investors to serve on the

Senior Management Team. P&L responsibility for the Print & Mail and Advertising Sales Divisions with 190 employees, as well as Corporate Strategy, Investor Relations, and Marketing functions.

**U S WEST, Inc. (NYSE: USW) (Executive Fast Track)  
President Enhanced Services Division**

**1982 – 1995**

U S WEST was a \$15 Billion global Telecommunications and Cable company. Began my career as a management trainee. Over the next twelve years promoted rapidly through a variety of staff and line assignments including senior level strategic and operating positions.

Last positions include recovering a \$600 million equity investment in a \$3.5 Billion Finance Division and serving as President, Enhanced Services Division.

**EDUCATION, BOARDS and HONORS**

**MBA, Creighton University, Omaha, NE**  
Concentration in Marketing

**BSBA, Creighton University, Omaha, NE**  
Graduated Summa Cum Laude, Majors in Finance and Economics

**Honors**

- Beta Gamma Sigma, National Scholastic Honor Society of Business Administration
- Alpha Sigma Nu, National Jesuit Honor Society
- Omicron Delta Epsilon, National Economics Scholastic Honor Society
- Wall Street Journal Award, Omaha – Lincoln Financial Analysts Society