

Kimberly Lytikainen

Business executive experienced in scaling hyper growth public and private businesses and teams. Skilled negotiator and strategic advisor. Proven talent in crisis management and executing IPOs.

PROFESSIONAL EXPERIENCE

FIVE9 Inc., San Ramon, CA

2020-Present

Chief Legal Officer, Compliance Officer and Corporate Secretary

- Member of the executive team that manages global operations of \$5B public company, including international expansion in complex regulatory environments to enable telecommunications among other services.
- Co-quarterbacked \$14.7B M&A transaction with Zoom, including managing regulatory approvals from U.S., European and Asian regulatory authorities, and all stockholder communications, as well as serving as the lead strategic advisor to the board of directors through all phases of the transaction.
- Enabled smooth CEO transition while managing all governance matters and serving as trusted advisor to the board of directors.
- Built the Legal and Compliance team from three to eighteen team members aligned with supporting business priorities worldwide while scaling services efficiently.
- Established key business processes, such as launching an effective contracts lifecycle management tool integrated throughout the sales process to speed time to close and inflect revenue recognition.

POSHMARK, Redwood City, CA

February 2019-March 2020

Chief Legal Officer, Compliance Officer and Corporate Secretary

- Prepared the company for the public markets, evolving the board of directors by adding independent members, establishing public company governance aligned with SEC and stock exchange listing requirement, drafting the Form S-1, and training employees, executives and board members.
- Prepared the company for key privacy related compliance including California Consumer Privacy Act and completing GDPR readiness for the consumer-facing company.
- Established the legal team aligned to business priorities, speed to revenue balanced with bottom line targets.

MINDBODY Inc., San Luis Obispo, CA

2014-February 2019

Executive Officer, Chief Legal Officer, Compliance Officer and Corporate Secretary

- Member of corporate administrative team that manages global operations of \$1B public company, including strategic growth initiatives in the U.S. and throughout the globe.
- Successfully led the Company through an IPO in June 2015.
- Trusted advisor to the board of directors, CEO and executive team on business strategy and corporate governance.
- Key contributor to quarterly earnings communications to shareholders and all IR activities.
- Craft board and committee agendas and orchestrate all meetings as Corporate Secretary. Responsible for training, education of the Board.
- Build and mentor a business enabling Legal team and manage resources to focus on key revenue drivers for growth of the Company. Manage P&L for the Legal team.
- Avoid and successfully resolve disputes that could otherwise distract management and interfere with profitability goals.
- Member of M&A steering committee, and lead M&A activity for the Company.

- Increase value and protect the company by building IP program and crafting strategy.
- Lead all regulatory compliance, including SEC-related such as SOX, internal controls, data privacy and cybersecurity, PCI, HIPPA and anti-bribery.

PIVOTAL SOFTWARE, INC., Palo Alto, CA

2013-2014

Leadership team, Compliance Officer

- Trusted advisor to executive team and established core infrastructure to support revenue for the company as a unique spin-out from VMware and EMC.
- Unlocked company value by creatively solving tension between open source activity and patent portfolio. Managed all IP matters, including copyright and trademark. Built open source program to be as agile as the Company's software development.
- Member of product council which reconciled disparate product offerings

NVIDIA CORPORATION, Santa Clara, CA

2006-2013

Vice President

- Member of leadership team which developed new markets for use of GPUs and related software, such as automotive and high performance computing.
- Built and mentored team of 36 non-legal and legal professionals. Responsible for global teams that provided legal support for sales, marketing, operations, intellectual property, litigation and compliance matters.
- Led and integrated acquisitions in Asia, Europe and the U.S., and strategic advisor for M&A activity of the Company.
- Managed \$500M reserve to resolve multiple class actions that arose from a product defect which affected global customer base. Saved company millions by creatively obtaining insurance coverage.
- Established the Company's Government Relations and Public Policy arm.
- Founded Women In Technology at NVIDIA; Board member of NVIDIA Foundation.

SUN MICROSYSTEMS, INC., Menlo Park, CA

1998-2004

Assistant General Counsel

Graham & James, Los Angeles, CA

Associate

1993-1998

Baker & McKenzie, Los Angeles, CA

Associate

1991-1993

EDUCATION

Stanford University, Palo Alto, CA

- 2017 Directors' College, Stanford Law School
- 2007-2008 Executive Business Leadership and Excellence Program

Loyola Law School of Los Angeles, Los Angeles, CA

J.D. 1991 *with honors*

- Law Review, published article, "Maintaining the home field advantage."

Florida State University, Tallahassee, FL

B.A., 1988 *Magna Cum Laude* Political Science

- Aide to Senator Edward M. Kennedy, Washington D.C.
- Selected for externship in the Office of the General Counsel during summers of 1984-1986.

ORGANIZATIONS AND AWARDS

- Aragon Women In Tech Award 2020
- Daily Journal Spotlight articles for leadership 2018 and 2019
- YWCA TWIN Award, 2012 (Women who exemplify excellence in executive level positions).
- Watermark member since 2011 (Professional women recognized as exceptional executives).
- Yoga Alliance RYT 200 Certified Yoga Instructor since 2013.