

MARK S. BROOKS

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CORPORATE DEVELOPMENT · VENTURES · STRATEGIC PARTNERSHIPS · GLOBAL, SCIENCE-DRIVEN INDUSTRIES

VP/MD-level leader across industrial, ag/bio, and financial services, including Fortune 500 environments. Built and scaled three corporate venture/innovation platforms with CEO/Board governance – integrating venture investing, M&A, and startup-corporate partnerships into repeatable growth engines. Former academic climate scientist. Deployed \$75M+ in venture capital across 50+ financings (primary + follow-on, Seed to Series D), with investments up to \$4M; catalyzed \$250M+ in follow-on capital and contributed to 7 exits including a \$200M acquisition. Global operating experience across North America, Europe, LATAM, Africa, and APAC.

Target roles: Corporate Ventures · Corporate Development (M&A + Minority) · Partnerships & External Innovation.

CORE CAPABILITIES

- **Inorganic Growth:** make/buy/partner strategy · market intelligence & adjacency mapping · target screening · diligence · valuation & deal structuring · integration planning · value capture.
- **Venture and Strategic Investing:** term sheets · minority equity structuring · lead/co-lead & syndication · pro-rata/follow-on decisions · board director/observer leadership.
- **Capital Allocation and Governance:** portfolio construction · IC design · stage-gate & decision systems · KPI dashboards · risk-adjusted prioritization.
- **Corporate-Startup Orchestration:** JV/licensing/alliance models · internal championing · speed-to-pilot · partnership health/cadence · pilot-to-scale handoffs.
- **Innovation-to-Commercialization:** R&D-to-market translation · tech transfer · pilot design · GTM/scale pathways · culture of innovation.
- **Executive Stakeholder Leadership:** board/CEO communications · cross-functional alignment · operating model / org design support.
- **Industry Influence & Thought Leadership:** keynotes · panels · published perspective on innovation, risk capital models, and resilience.
- **Team Leadership & Talent Development:** hiring · coaching · performance culture.

PROFESSIONAL EXPERIENCE

Independent Corporate Development and Innovation Advisor (Interim)

Research Triangle Park, NC | 2025-present

Selected engagements supporting commercialization, diligence, and growth strategy in science-driven organizations.

- **Executive in Residence, NC Biotechnology Center** – Mentoring early-stage life science founders on commercialization, financing strategy, and investor readiness.
- **Member, Commercialization Council, Plant Science Initiative at NC State University** – Evaluating spinout opportunities; coaching researchers on market fit, commercialization pathways, and go-to-market, ensuring innovations from the university benefit society.
- **Venture Partner, LongLeaf Studios** – Advising climate-resilience founders on scaling plans, capital formation, and strategic partnerships.
- **Reviewer, NCInnovation Grants Program** – Evaluating commercialization grant applications from North Carolina universities and research institutions; providing diligence and scoring to guide allocation of state-funded capital.

FMC Corporation | Managing Director, FMC Ventures

Research Triangle Park, NC & Philadelphia, PA | 2022-2025

Corporate venture capital fund of FMC Corporation, (NYSE: FMC), \$5 billion agro-chemicals company. (Role ended following corporate-wide downsizing)

- Institutionalized venture capital as a corporate growth lever; built FMC Ventures into a respected global CVC platform and integrated it into enterprise strategy, capital planning, and M&A.
- Built external innovation pipeline across biologicals, life sciences, robotics, AI, industrials, carbon markets; engaged 1,500+ startups annually to identify scalable innovations driving operational efficiency and growth options.
- Led or oversaw diligence, term sheet negotiations, and equity investments (new + follow-on); catalyzed \$133m follow-on capital; supported \$200m acquisition outcome (Biophero to FMC).
- Managed portfolio of \$31m committed with \$35m FMV; served on 5 Boards globally, advising on strategy, governance, executive hiring, capital plans, and GTM priorities.
- Partnered with corporate BU/R&D to convert insights into partnership/M&A actions; negotiated startup-corporate collaborations.
- Voting member of the Investment Committee; busted internal silos and became a key CEO/Board partner.

Syngenta Group | Investment Manager, Syngenta Ventures

Research Triangle Park, NC & Basel, Switzerland | 2020-2022

\$150m corporate venture capital fund of Syngenta Group, a \$45 billion global seeds and agrochemicals company. Recruited away to lead the corporate venture capital arm at FMC.

- Expanded investment thesis into AI, climate resilience, FinTech, BioTech, FoodTech, and industrial decarbonization, while maintaining direct strategic relevance to core inputs and adjacent growth areas.
- Served as a Board member on 4 international portfolio companies (revenues \$150k to \$29m), representing \$22m in invested capital; advised on strategy, org design, and M&A opportunities.
- Led 3 new investments and supported 15+; contributed to 3 exits and secondary transactions for 18 portfolio companies.
- Built collaboration pathways between startups and corporate R&D, product, and business unit leaders.

AICPA & CIMA | Associate Director, Innovation & Strategic Partnerships

Durham, NC & London, UK | 2014-2020

World's largest association for professional accountants, with 670k+ members worldwide, ~\$425m annual revenue.

- Founded and led the accounting profession's first corporate venture capital program, delivering 11 minority equity investments and 3 exits in FinTech, ESG, sustainability, and EdTech.
- Led M&A strategy, pipeline development, and deal execution; drove inorganic and organic growth priorities.
- Spearheaded global innovation contest resulting in 40% of employees engaged, 137 ideas proposed, 13 funded and prototyped, and enhanced culture of innovation.
- Recognized as CPA Practice Advisor "20 Under 40 Superstar" (2018) for innovation leadership.

Railinc Corporation | Innovation Manager

Cary, NC | 2012-2014

Enterprise software provider for the North American freight railroad industry (subsidiary, Association of American Railroads).

- Directed analytics for a major, multi-year program in the rail industry to use big data and IT to improve railcar health, reduce mechanical failures, improve inspections, and increase shop efficiency.
- Developed repeatable innovation and IP strategy for new product development.

North Carolina State University | Climate Scientist

Raleigh, NC | 2002-2012

Top tier, globally recognized land-grant research university.

- Conducted research on climate interactions with agriculture, energy, transportation, supply chains.
- Authored peer-reviewed papers; peer reviewer in select academic journals; secured research grants.
- Architected and wrote software for 25+ climate-based decision support products; co-managed the North Carolina ECONet, a network of 30+ research grade weather stations.

Envirion, LLC | Cofounder and CEO

Raleigh, NC | 2008-2012

Startup company that provided analytics-based consulting for climate sensitive companies.

- Built and commercialized climate-based decision support tools for specialty crop growers, capturing 40% market share in a pilot region; reached profitability within two years.
- Encountered scaling constraints driven by computational intensity and limited venture funding (early lesson in capital/tech fit).

SELECTED BOARD AND OBSERVER ROLES

- **AgroSpheres**, RNAi and encapsulation (U.S.); **Micropep**, peptide design (France); **Niqo** Robotics and automation (India); **Premier Crop Systems**, data analytics (U.S.); **Solasta Bio**, peptide discovery and design (U.K.); **Traive Finance**, AI-based credit and lending platform (Brazil); **SP Ventures Fund II**, Investment Committee Observer & LPAC member, early-stage VC fund (Brazil).

INDUSTRY INFLUENCE AND THOUGHT LEADERSHIP

- **Keynotes and Panels:** Biostimulants World Congress, World AgriTech (US, UK, Brazil), Africa Agri-Tech Summit (South Africa), AgTech Scale Summit (Kenya), Santa Fe Business Forum (Argentina), Microbiome Summit (US), NYC Climate Week, Bonny Doon Insights Forum (US), UNC Clean Energy Summit (US), Congressional Briefing for the US House Committee on Agriculture.
- **Publications and Interviews:** AgFunder News, Financial Management Magazine, Global Corporate Venturing, Global Ag Investing, AgTech Navigator, CapLander Podcast, Modern Acre podcast, Software is Feeding the World – focusing on corporate venture capital, resilience, and new capital models.

EDUCATION

- **MBA**, North Carolina State University
- **Graduate Certificate**, Technology Entrepreneurship and Commercialization, North Carolina State University
- **Graduate Course in Biotechnology and Business** (Grade: A), Harvard University
- **B.S. Meteorology**, North Carolina State University

OTHER

- Accustomed to 50%+ travel.
- Open to relocation to select US cities, UK, Europe, and Asia.