John Cochran

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EXPERIENCE:

**US Representative**

SandWell PetroGas, LLC. US office for SWPG, Korea. – 2013-Present. Engineering, Procurement and Construction firm which supplied EPC services to petroleum operators in the Middle East. Obtained proficient engineering to do Detail Design work for petrochemical plants such as: PDH, GTL, Base oil refineries LAB, EA, and Methanol plants.

\*Obtained quotes for RFQ’s needed for operators such as Wellheads, Drilling Equipment, Refinery plant equipment, drilling pipe etc.

\*Interfaced and established relationships with vendors and manufacturers for needed equipment worldwide.

**Director of Business Development.**

Technology Innovation Partners. - Irvine, CA 2007– 2013

\* Direct Marketing, PR and sourcing efforts of the firm which was a Private Equity firm specializing in the medical device market which has become the largest network of Physician investors in the country.

\* Create marketing material, attend medical trade shows and conferences, e-mail whitepapers to prospective physicians, analyze proprietary deal flow which came from medical professionals throughout the country and internationally.

\* Obtain physicians opinion for due diligence, scientific advisory, along with their investment in a limited partnership fund.

\* Analyze financial statements along with valuation of prospective portfolio companies.

\* Host conference calls which included Q&A for physicians in regards to various medical devices, market needs analysis, practical application/delivery.

\* Structure strategic alliances to benefit portfolio companies with regard to obtaining FDA and EU approval for devices. Wrote press release articles for investment news announcements. Example is: http://www.prweb.com/releases/2008/12/prweb1687634.htm

\* Wall Street Journal printed in June 5th, 2009.

**Compliance Officer / Loan Officer**

Prime Capital- Atlanta, GA 2002 – 2006

Evaluated loan packages which consisted of: review of all documentation required for conforming residential real estate that were to be sent to secondary marketing for securitization, i.e., 1003, VOE, VOD, GFE, TIL, 1008, verify APR calculations and all other necessary closing documents for residential loans.

**Loan Officer**

Military Mortgage - Atlanta, GA 1998 –2002

Worked with Veterans with the streamline refinance for residential homeowners. Enjoyed meeting the customer and educating them with the details of their mortgage and advantages of refinancing. Closed over 95% of all appointments. Duties included: Taking application (1003), filling out appropriate disclosures, TIL, GFE, VOE.

**Business Broker**

Fidelity Brokerage Group - Atlanta, GA 1999 - 2002

Listed Businesses for sale to potential customers. Worked with business owners in determining the valuation of their business for: Real Estate, manufacturing, and service related businesses. Packaged loan request to several SBA lenders for funding which consisted of: Application review, financial statement and property evaluation, which consisted of real estate, accounts receivable, inventory, cash flow analysis, and verification of deposits and review of tax returns for personal and corporate for a three year period. Established relationships with various bank officers and performed the process of SBA lending and different banking criteria for loan closing.

**EDUCATION**: BBA Degree in Business Administration Georgia State University, Atlanta, GA.