

# James Andrew Poss



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Bainbridge Island, WA

## Bio

Jim Poss' mantra — *be resourceful* — is simple, yet profound. In a world where technology gets us out of bed in the morning, powers our days and puts us back to sleep at night, there seems to be a solution for every problem.

But too often, those solutions create problems of their own. Planned obsolescence, a lack of recycling, and more and more “things” that complicate rather than simplify.

The BigBelly solar-powered trash compactor was born in Jim's basement in 2003, in a perfect battle of polluting, expensive problem meets new technology and resourcefulness. Jim's self-compacting, curbside trash compactor, linked to cloud-based scheduling/routing software, made the global process *seven times more efficient*. He received dozens of awards, authored four patents, was featured in hundreds of media outlets and eliminated unnecessary travel of the world's dirtiest and most expensive vehicles — the garbage truck (*2.8 mpg, burn over a billion gallons of diesel every year in the U.S. alone*). Well over \$150M worth of BigBellies now populate 60 countries. Jim sold the company in 2019 and it continues to grow today.

In 2014, as people bought more and more smartphones, Jim stared down the growing mound of e-waste, wondering if he could recycle/upcycle them. He founded Modifi, turning old smartphones into new software products at low cost and high margin. Today, the Modifi team is helping the American workforce get safely back to their jobs during the Covid-19 crisis. Jim believes that resourcefulness and ingenuity must become pillars of the next Tech Revolution.

Jim received BA's in Environmental Science & Policy and Geology from Duke University in 1996. He received his MBA from Babson College in 2003, with an Entrepreneurship focus. He teaches entrepreneurship courses at Babson College's San Francisco campus, where he has led over 400 students in the creation of their own startup companies.

Jim proudly served the U.S. State Department as a clean technology lecturer to government, academics, civic leaders and students in Australia and Japan in 2011-2012.

Jim lives on an island in Puget Sound, WA with his wife and two boys, seeking his next big twist.

## HIGHLIGHTS

- Innovative problem solver
- Disrupted a global industry
- Led smart city initiatives
- Hardware and Software experience, passion

## SEEKING

- Passionate teams
- Collaboration
- To make a big difference

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## Professional Experience:

**Modifi, Inc.** Seattle, WA. 2014-present

*Co-Founder and CEO*

- Modifi is a no-code logistics software platform specializing in sensor-based pattern recognition; combining human & sensor data to yield powerful insights via algorithms.
- Built a team of software and business professionals from Oracle, Amazon, Google.
- Raised funding to turn smartphones into a sensor device, providing alerts and reports based on field data, algorithms and IoT sensor data.
- Developed IP to improve energy efficiency of smartphones by 3x and provide IoT data.
- In 2019, co-founded a spinout called Insurate to offer sensor-based Work Comp insurance using smartphone sensors, data science and algorithms.

**BigBelly Solar, Inc.** Newton, MA. 2003 - 2019

*Founder, CEO, CTO, Board Member*

- Inventor of world's first solar-powered waste compactor, patented energy management.
- Added cloud-connectivity in 2007, completing the transformation of waste-tech to a new business model of demand-side management, better truck routing and scheduling.
- Catalyzed an "Internet of Things" boom in Smart Cities with enabled infrastructure.
- Raised over \$12M from Angels/VCs and Waste Management, Inc. and debt providers.
- Five product generations, 75,000+ machines, 50 states and 60 countries.
- Produced 110% average annual revenue growth for six consecutive years.
- Won \$500,000 from Verizon to pursue "Smartster," a web-connected dumpster.
- Successful exit in 2019, all investors made money.

## Awards and media

- Won the prestigious "Tech Pioneer" award from World Economic Forum in Davos.
- Media: 5,000+ articles, including New York Times, USA Today, Fox, Time, Newsweek, Businessweek, NPR and other radio, Discovery Channel

**DoGooDates: San Francisco, CA, 2000-2002**

*Co-Founder*

- Incorporated and co-managed a California-based 501-c-3 non-profit that combined the dating scene with volunteer events, i.e. food banks, parks cleanups, AIDS charities.
- Via Craigslist and viral marketing, created 20,000+ volunteer hours over 18 months to work at soup kitchens, homeless shelters, school and park rehabilitation projects

**Proficiencies:** manufacturing - plastic molding, sheet metal, PCB's, electronics, sensors, motors/gearboxes, industrial design, design for volume manufacturing. Software: IoT, sensors, mobile apps, no-code software, workforce management logistics. Work in solar energy, electric vehicles, electronic manufacturing, packaging, waste, recycling.



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## WORK HIGHLIGHTS

*Building a safe, public-space crushing machine to last a decade, run on under 10 watt-hours a day in heat, cold, rain and snow, and convincing governments, the public and trash unions to accept it was a challenge, but we did it.*

Founded/co-founded four great startups. BigBelly exit.

20 years in tech, 4 patents, an exit where everyone involved made money

Created societal benefits in each company

Global recognition, awards

## SEEKING

**Continued learning**

**Continued contribution**

**Leadership roles**

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## Academics and Life:

**Babson MBA.** Wellesley, MA. 2001-2003

*Full-time MBA program*

- Year 2 focus on Entrepreneur-In-Residence program. Authored three business plans and chose one as the basis for my startup BigBelly. Other two were:
  - Geothermal Energy: Plan to rejuvenate abandoned oil wells by tapping into geothermal power from pre-drilled, pre-inspected wells.
  - Offshore Wind: floating data acquisition devices to more quickly and efficiently scope and fund offshore areas for wind power development. Phase 2 would have been to create floating wind power generators using Darrius-style Turbines. But, focused on BigBelly instead.

**Duke University.** Durham, NC. 1992-1996

*Double Major: B.A., Natural Sciences*

- Environmental Science and Policy at Nicholas School for the Environment, with focus on engineering, calculus and earth sciences.
- Geology, one of six undergrads in the major; mainly grad-level classes like “Quantitative Methods in Problem Solving” with Orrin Pilkey, the world-renowned erosion geologist.
- Two independent studies: Wave Powered Energy Generator funded by Pew Foundation grant, and Multijunction PV Cells, a comparison of different cell chemistries in varying light conditions.
- Research paper on positive and negative feedback loops in climate in 1996.

**Babson College and Bainbridge Graduate Institute:** Adjunct Professor. 2005-2020

- Taught over 500 students in social entrepreneurship, environmental entrepreneurship and startup bootcamps at Babson, BGI and MIT.

**Daddy:** June 2008 to Present

- Awarded “best daddy ever” by Theo (age 9).

## HIGHLIGHTS

Technology Innovation

Geothermal  
Solar  
Energy Storage  
Offshore wind

Entrepreneurial spirit

Team leadership

Giving back by teaching

## SEEKING

Continued contribution

Continued learning

Opportunity for the kids