



James Bristol

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James T. Bristol is the Director of Business Development – Midwest for SM Capital, Inc. Jim is responsible for raising capital along with the development of qualified borrowers and equity partners along with client partners/entrepreneurs who are in need of strategic expertise. Jim is an entrepreneurial sales professional with highly developed sales and new business development skills, experience cultivating strategic business relationships and raising capital for start-up companies.

Recently, Jim was Managing Partner of Chicago Global Capital, LLC, a foreign currency trading firm with an algorithm-based, computer-driven, high-frequency trading program. In addition to the daily management responsibilities, Jim raised investment capital from wealthy individuals, family offices, private equity firms and hedge funds. His interest in financial markets started early during a fourteen-year career in the eighties and early nineties with Merrill Lynch, Lehman Brothers and Drexel Burnham Lambert, highly regarded Investment Banking firms during that era.

Jim's experience in sales, sales management and business development spans a number of diverse industries. He launched the sales initiative for a continuing medical education start-up targeting physicians and large pharmaceutical companies. He hired and trained the sales team for a \$50 million mixed-use real estate development venture as well as managing the project during construction. He directed the sales and marketing team for a new corporate sports hospitality firm targeting C-level execs and their clients with reward/incentive promotion programs to premier national and international sporting events.

In the early years of the tech boom, Jim and his partners launched a company that converted business information from industrial companies into a searchable, multimedia database format transferrable to CD or website. He has managed and expanded a multi-state network of material-handling dealers throughout the Midwest for a specialty engineering company. In each of these highly diverse and seemingly unrelated industries, Jim has proven the ability to adapt, learn and build strong business relationships.