



THE EVEREST *Leadership Academy*

Raymond Sozzi's Bio

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Introduction

- First generation American
- Born and raised in the Bronx – financially strapped / many fond memories
- Cardinal Hayes High School, BBA Iona College, MBA Pace University
- Starting working at the age of ten:
 - ❑ Worked at a local gas station pumping gas and fixing flat tires
 - ❑ Started a mowing, car washing, and auto detailing business
 - ❑ Started a Christmas tree business while going to college
 - ❑ Worked at a U-Haul trailer camp
 - ❑ Was a delivery boy in a grocery store
 - ❑ Played in a band as a professional drummer



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- Worked approximately 30 hours a week while in high school and college
- Paid 100% of my high school and college tuition
- Served in the military
- Had a successful career:
 - Operating and financial executive roles in the early years
 - President and CEO for over 15 years for venture-backed high-tech companies
 - Executive-in-Residence for a Growth Private Equity and Venture Capital firm - 18 years / mentoring portfolio CEOs
- Founded The Everest Leadership Academy in 2016

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Inflections points

- Game changing events:
 - My 6th grade math teacher – “you have a gift for math”
 - Cardinal Hayes High School – strong academics & discipline
 - My mentor – cousin Raymond during my teenage years
 - Cousin Raymond - a first generation American, graduated from Harvard College, Columbia law school, and a Fulbright Scholar in Economics

“Had it not been for these early inflection points, I would probably not have gone onto college and my life’s story would have been much different”



Personal Activities

- Sailing
- Scuba diving
- Skiing
- Flying a Cessna 182 as a private pilot
- Racquetball