

Paul Inouye Bio

Paul Inouye was born in San Francisco and raised in San Carlos, being one of three brothers. He completed his education at Bellarmine College Prep in San Jose, followed by UC Berkeley, and later pursued an MBA at The Wharton School at the University of Pennsylvania.



His interests include cycling, running, swimming, and engaging in CrossFit exercises. He also enjoys traveling, skiing, listening to 80s music and EDM, watching 80s movies, reading, studying military history, and playing fantasy football. His athletic pursuits have seen him play both high school and collegiate Rugby, and he has participated in events like The Vineman Ironman, the Vineman Half Ironman, the Hawaiian Half Ironman, and marathons in San Francisco, Avenue of the Giants, and NYC.

With over 30 years of experience in West Coast technology banking, he possesses strong domain knowledge, deep insights into strategic and financial buyers, well-honed negotiating skills, and extensive knowledge of the M&A process. His career has focused on M&A transactions for software and internet tech businesses. As an entrepreneur, he runs his own M&A boutique, applying his firsthand experience in growing a business to ensure successful outcomes for his clients, who have dedicated years to building their enterprises. His professional journey has included roles at Robertson Stephens, Morgan Stanley, Piper Jaffray, Lehman Brothers, Perella Weinberg, and Moelis & Company. He is a father to two children, Miles and Sutton.



His firm, Western Hills Partners, draws its name from the mountain range foothills along the Peninsula in the Bay Area. His home office, offering a direct view of these beautiful hills overshadowing Silicon Valley, reminds him of his leisure pursuits like cycling and hiking in these areas.

The foundation of his firm is inspired by his early banking career at Robertson Stephens, where he worked with Silicon Valley's early entrepreneurs. Although he has served as a senior banker at large firms, his true passion lies in advising vibrant tech founders and entrepreneurs.

He has been featured in Sportstalk, sharing his training tips and preparation strategies for first-time marathon runners. Beyond being a founder and CEO, his active lifestyle includes regularly competing in marathons and Ironman races. Paul Inouye is a proponent of pushing oneself to the limits and shares this philosophy through his advice and tips.

In recent news, he has been highlighted in YahooFinance, offering expert advice on preparing software businesses for sale. His insights are precious for software and SAAS businesses aiming for smooth and

successful M&A sales. He emphasizes the importance of a positive and proactive approach in business positioning, warning that the company leader's attitude towards a merger significantly impacts all involved. He advocates for a hands-on approach in articulating a business's value proposition, competitive advantages, and key highlights, working closely with advisors.

He advises entrepreneurs to select a trustworthy investment banker experienced in their industry, emphasizing the importance of this choice in navigating complex sale processes and achieving the best possible deal. The size of deals the investment banker handles is also a key consideration, as it ensures the right level of attention and expertise for the transaction.

His daily routine is varied, a quality he thoroughly enjoys about his profession. A typical day might include client calls, marketing outreach, reviewing analytical analyses related to due diligence, and collaborating on live projects. He also dedicates time to industry research, business analysis, and creating pitch materials. Each task demands unique skills, providing intellectual stimulation.



Paul Inouye maintains a meticulously organized calendar to stay productive, allocating specific time slots for daily agenda items. He concludes each day by reviewing the next day's agenda, adjusting his calendar as needed, and tracking follow-up items to plan his workweek. This method, while traditional, has proven highly effective and helpful for him.

Work Experience

Paul Inouye

Founder, CEO

Western Hills Partners

Portola Valley, CA, USA

be.net/paul_inouye



WORK EXPERIENCE

Western Hills Partners

CEO and Founder

2020 - Present | United States

Partner

June 2015 - | United States

EDUCATION

The Wharton School

MBA

Finance

1993 - 1995 | United States

University Of California, Berkeley

BA

Political Economics

1984 - 1988 |

PAUL INOUYE

Paul Inouye stands as a distinguished figure in the financial realm, complemented by his profound roots in the technological mecca of Silicon Valley, hailing from San Mateo County, California. With an academic foundation laid at UC Berkeley and an MBA from The Wharton School at the University of Pennsylvania, he spearheads Western Hills Partners as its founder and CEO.

Having dedicated over three decades to the intricate corridors of finance, his emphasis has largely revolved around technology investment banking. Born and nurtured in San Francisco, his passions extend beyond his professional canvas to encompass sports and music, and he cherishes his role as a father to two.