



Beth Cohen

Director of Global Emerging Growth Services

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Emerging Technology

Beth Cohen has served as a business development, marketing and legal professional with more than 20 years of experience in international and domestic markets covering the technology, health care, clean tech and life sciences industries. She has led diverse strategic and marketing initiatives, negotiated key business relationships, and worked as legal counsel for large and small companies.

In her role as Director of Global Emerging Growth Services, she advises clients on emerging growth issues, and counsels early and growth stage clients in connection with key strategic initiatives, including raising capital. Beth also advises foreign companies in connection with their entry into the U.S. market.

Beth has been a member of the management team of several venture-backed companies, contributing to their growth domestically and internationally. She helped lead an internet company to profitability in less than three years, resulting in an exit. She played a leading role in a digital content company's entry into the European market and substantially increased its exposure in the U.S.

Beth was also a member of the international legal department of one of Israel's largest technology companies, and has negotiated business relationships, licensing agreements, distribution agreements, acquisitions, technology transfer arrangements and strategic alliances.

Areas of Concentration

- > Emerging companies
- > Private equity
- > Venture capital

Professional and Community Involvement

- > Past President, Philadelphia-Israel Chamber of Commerce, Central Atlantic Region
- > Member, Forum of Executive Women
- > Board Member, Citizen Diplomacy International
- > Past Board Member, The Enterprise Center

- > Wharton Club of Philadelphia
 - Past Vice President
- > Founder, Wharton Women's Network

Awards and Recognition

- > Recipient, "Wharton Distinguished Alumna Award," 2003

Articles, Publications & Lectures

Beth is a frequent lecturer on topics including strategic marketing, business development and raising capital, and has lectured internationally on launching a U.S. business presence and raising funds.

Education

J.D., Rutgers School of Law - Camden
M.B.A., The Wharton School of the University of Pennsylvania
B.A., *magna cum laude*, Brandeis University

Admitted to Practice

- > Israel
- > New Jersey
- > New York
- > Pennsylvania