

Matt Horton
Senior Vice President of Sales & Marketing
Proterra, Inc.



Matt Horton is an experienced company builder with a passion for growing sustainable businesses. Over the course of his career, Matt has been an operating executive, venture capitalist and investment banker, working with dozens of startup and emerging growth companies in Silicon Valley since the late 1990s.

In his current role, Matt serves as Senior Vice President of Sales & Marketing for Proterra, Inc., the leading manufacturer of zero-emission electric vehicles serving the heavy-duty transit market in North America. Matt is responsible for developing and managing Proterra's marketing strategy, corporate branding, external communications, sales, customer financing and business development in addition to managing Proterra's West Coast operations as General Manager.

Prior to joining Proterra, Matt served for five years as Chief Executive Officer of Propel Fuels, Inc., one of the nation's leading clean transportation companies. Matt joined Propel in 2009 and set to work improving operations, raising new capital and recruiting an industry-leading executive team. While at Propel, Matt was responsible for securing nearly \$50M in capital through a combination of equity, debt, and grant funding, which the company used to enter three major markets and expand the number of Propel locations by nearly 500 percent. Matt led the company from early revenue stage to over \$50M in 2013, helping Propel to become the fourth fastest-growing private company in Silicon Valley, as well as earning it a spot on the *Inc. 500*.

Matt's earlier experience spans a broad spectrum of investment activities and board responsibilities through his work with dozens of successful private companies. Prior to joining Propel, Matt was a Principal with @Ventures, a cleantech-focused venture capital firm specializing in early-stage companies. Matt was an early leader in the advanced energy investment arena, having developed a cleantech investment initiative at Garage Technology Ventures in 2002, where he served as a Venture Partner and Director of Emerging Technologies. He began his career as an investment banker in Andersen's Global Corporate Finance group, focusing on capital formation for early stage technology companies. As a venture capital investor, Matt was responsible for investments in advanced energy companies, including Propel Fuels, 212 Resources, Cobalt Technologies, Miasolé, Hoku Scientific, and ClearFuels.

Matt is a regular speaker at clean energy and EV industry conferences, and has appeared in dozens of written articles, numerous television interviews and a documentary film. For his work in advancing the biofuels industry, Matt was awarded the prestigious Industry Leadership Award at the World Biofuels Forum in Rotterdam. Matt holds a B.S. in Accounting from the Marriott School of Management at Brigham Young University.