



## DAVID J. THACHER

### WILBUR-ELLIS BOARD

David Thacher is a venture capitalist and business consultant for technology start-ups, focusing on business software.

From 1988 to 2007, he worked for Microsoft Corporation in various engineering and marketing management roles in its product development groups. As general manager in the Business Software division, he grew the Microsoft Customer Relationship Management software business from initial concept into a multi-hundred-million-dollar business while managing an engineering and marketing team of 250 people. Prior to this, he worked in Microsoft's Office, Consumer and Systems divisions.

Thacher was a foreign service officer for the U.S Department of State from 1979 to 1987, where he worked for the first two years as a vice-consul in Niger and, subsequently, as an economic specialist focusing on trade negotiations.

In addition to being a member of Wilbur-Ellis's board, Thacher is a member and past chairman of the board of trustees of the Nature Conservancy of Washington. He received his Bachelor of Arts from Yale University, graduating magna cum laude with special honors.