

SAN FRANCISCO | PENINSULA | SILICON VALLEY

GENTRY



CRAZY ABOUT THE ARTS

SEAL HEADLINES
FESTIVAL NAPA VALLEY

+
GENTRY
HOME
DESIGNS
FOR
SPRING

The Secrets of Their Success
*Some of Silicon Valley's
Most Fascinating Men*

A Lott of Heart
*NFL great Ronnie Lott
and daughter Hailey
launch a new podcast*

MARCH 2019

WWW.GENTRYMAGAZINE.COM

\$4.99 US

03>



0 71486 01800 1

The Analyst

KEVIN KINKADE, FORMER U.S. MARINE CAPTAIN AND DIRECTOR OF PORTFOLIO INSIGHTS AT TECHNOLOGY CROSSOVER VENTURES (TCV)

On a memorably wretched winter day in late 2009, 27-year-old Marine Captain Kevin Kinkade was leading a mission in a Taliban-controlled area of southern Afghanistan as part of Operation Cobra's Anger. He had hiked seven hours with 120 pounds of equipment and a few days' sustenance on his back. The group's lair was made of hard rock. Rain came down, and then continued for six hours. Then it began to snow. Their job was reconnaissance, "anything to get deeper into enemy territory and be able to take pictures," Kinkade says. But he feared the freezing temperatures would damage his camera equipment if he used it.

It's a long way from those frosty crags to the Palo Alto offices where Kinkade, now 36, works in investor relations at Technology Crossover Ventures (TCV). But reflecting on the arc of his military and civilian careers, he is able to point to patterns and a measure of continuity.

"The core skill set you learn in reconnaissance is how to articulate what you see," he says. "Marine Force Recon acts as the forward eyes and ears of the Marine Air Ground Task Force, often infiltrating deep behind enemy lines. As a Platoon Commander, I was required to refine my skills in collecting intelligence and translating this intel into an easily digestible format to best prepare follow-on Marine units to be successful on the ground.

"These skills translate well into my new role where I collect and analyze portfolio company operating metrics, as well as extrapolate and share performance insights with TCV's Limited Partners," he continues.

Kinkade is up to the minute with the latest technology, but to meet him is to feel nostalgia for

a certain type of 20th-century businessman: loyal to his employer, circumspect in his diction, keenly aware of hierarchy and which paths forward may be the most lucrative. In a photo he likes to share of his second wedding, his veiled Vietnamese French bride is seen in profile gazing at him just so, as he himself grins at the camera.

He grew up in San Rafael and attended high school at St. Ignatius in San Francisco. When he learned to scuba dive at age 13 from an uncle who ran a scuba shop in Sausalito, he didn't know he would one day have a specialized elite military job which

required not just scuba skills, but also parachuting and jumping onto boats from helicopters.

At the time of 9/11 he was attending the U.S. Naval Academy. During the seven years until he went to war, his natural gift for introspection ("I think I'm fairly good at owning my mistakes," he says) was honed by his studies. "That was a lot of time to think about what kind of leader I want to be and what I liked and didn't like about the leaders I had," he reflects.

Even at the start of his service he knew he did not want a long-term military career. As a result, he had an unusual path. "Most officers get one platoon," he says, but Kinkade led four platoons over time, choosing to remain in reconnaissance rather than moving up through usual channels. That allowed him to bring fresh wisdom of experience to each successive deployment.

After his service came to an end, Kinkade earned an MBA from USC and was recruited

by PwC, where he quickly mastered various data analytic and visualization skills. At his current firm, where he wryly acknowledges he "definitely can't do math as fast as most people," he enjoys the challenge of working with sharp minds, and the "amazing mentorship" he has received.

Kinkade commutes daily from San Francisco's Rincon Hill area. Despite long work hours, he tries to keep fit with swimming and running. But his skydiving hobby is well in the past, he says, alluding to the grimmer realities of military life. "I used to be more of an adrenaline junkie," he acknowledges. "After you see a couple of guys die... I don't take as many risks anymore." —FREDRIC HAMBER





PHOTO: JACK HUTCHESON