

Operations & Business Development Leader

Optimizing Operations • Driving Revenue & Growth • Creating Value

A strategic operations and business development leader with extensive experience driving growth strategies across diverse industries. Expertise in developing and leading operations and continuous improvement initiatives, identifying sales and business development opportunities, and aligning resources with corporate value creation.

Adding Value by Leveraging Relationships & Sourcing Deals

Adept at transforming teams and individuals into top performers by creating motivated, customer-focused cultures. Proven record of expanding companies and cultivating strategic partnerships across various business sectors while forging and maintaining strong relationships.

CORE COMPETENCIES

- Operations Excellence
- Continuous Improvements
- Aligning Resources / Goals
- Sales & Business Development
- Business Opportunity Sourcing
- Corporate Strategy
- Cross-Functional Leadership
- Leveraging Relationships
- Developing Top-Performers
- Risk Management / Compliance

PROFESSIONAL EXPERIENCE

aiAlpha, LLC | Waukesha, WI

2019 - 2020

Start-up SaaS financial services company. Developed integrated turnkey asset management platform (TAMP) to democratize access to best and newest technology while leveling the field operationally.

Director of Strategic Partnerships

Initiated and established foundation for anticipated nationwide launch of aiAlpha platform solution. Conducted demonstrations and informative sessions with potential clients to build a substantial customer base prior to launch.

- **Developed company-wide** marketing materials to convey competitive advantages.
- **Identified, interviewed and introduced** outsourcing firm hired to finalize front-end development for targeted launch.
- **Conducted multiple beta tests**, utilizing latest and best automation, marketing and CRM technology.
- **Integrated five solution providers** in anticipation of the official launch of aiAlpha platform.

Consultant | Chicago, IL

2016 – Present

Business management and growth strategy consulting services.

- **Protected the company brand** by serving as a consultant and interim CEO in preparing a feasibility study on the viability of launching a patented product at that point in time.
- **Increased efficiency and ensured compliance** by modernizing and streamlining technology and operational systems as interim COO overseeing reform at an established Midwest trucking company.
- **Ensured compliance with new federal regulations** by implementing and evaluating different electronic logging devices for short- and long-haul truck drivers.
- **Identified and corrected safety problems** by taking corrective action and closely monitoring nascent regulations and procedures organization-wide.
- **Drove team efficacy** by developing individual abilities / talents to ensure top performance.

Paulson Investment Company | Chicago, IL

2015 – 2016

An investment banking firm focused on small- to mid-cap markets.

Managing Director

Hired to analyze, monitor, and implement development plans for the salesforce and to market Reg-D offerings.

- **\$14.5 million capital raised** by contributing to a team that promoted a private offering for a publicly traded biotech company conducting over ten FDA trials in Cancer, HIV and other deadly diseases.
- **Developed a profitable client portfolio** by identifying and leveraging alternative distribution channels and markets.
- **Forged effective relationships with key internal partners** to enhance collaboration and understanding, while networking with individuals from other organizations to share ideas, collect information, and forge new connections.
- **Ensured organizational success** by establishing strategies and methods for accomplishing major new directives and constantly monitoring and adjusting systems.

Windy City / Gryfon Advisors, LLC | Chicago, IL**2013 – 2015**

Boutique investment bank. A principal investor and provider of fee-based services to early stage venture and private equity backed companies.

Founding Partner

Led deal sourcing, finance solutions, and operations while also principally investing in seed rounds of California- and Chicago-based technology companies. Negotiated terms, agreements, and understandings with vendors, customers, and regulatory bodies to facilitate consensus among parties.

- **Won M&A sell-side** engagement for a distressed craft brewery by engaging in mutual problem solving by offering alternative positions and evaluating openly and fairly, resulting in three investor term sheets.
- **Provided principal seed funding for a technology startup** by leveraging relationships to capitalize a live broadcasting suite of services for corporate conferences, concerts, and product launches.

Gentry Capital Advisors, LLC (GSV Financial) | Chicago, IL**2012 - 2013**

A boutique investment bank focusing on late-stage co-investing and secondary markets.

Managing Director

Raised capital for late-stage co-investment opportunities, created a new business model in the secondary market, and liaised with family offices and funds to drive revenue growth by providing clients access to new and unique opportunities.

- **\$50+ million in secondary stock shares placed** by creating novel combinations of existing products / services to meet new opportunities.
- **55.2% proliferation in topline revenue** achieved by sourcing secondary shares of pre-IPO “unicorns” sought by clients of enduring personal relationships.

Advanced Equities, Inc. | Chicago, IL**2009 – 2012**

A provider of large rounds of financing for private companies backed by well-known venture capital firms.

Managing Director

Partnered with the firm's lead banker. Concentrated on institutional capital raising efforts on behalf of companies backed by top Silicon Valley venture firms including NEA, Benchmark, Khosla, and KPCB. Actively involved in continuous improvement actions and alternatives, supported change initiatives, and designed training programs.

- **\$960 million of private financing produced** for a green technology company in the automotive space by performing an essential role in capital raising efforts, earning status as the number six producer out of 1,200.
- **Enhanced cooperation and understanding** by supporting and encouraging collaboration and beneficial working relationships with key internal partners.
- **Developed additional revenue streams** by partnering with leadership in creating and leveraging new channels.
- **Boosted the firm's revenue** by placing hundreds of millions of dollars in investor capital, establishing the organization as a vital resource to the Silicon Valley venture capital ecosystem.
- **32.6% YOY growth stimulated** by leading an effort to allocate corporate resources toward developing relationships and alternative channels for growth opportunities.

Zack's Investment Management | Chicago, IL**2008 - 2009**

A wealth management firm.

Vice President South Florida

Managed the company's growth efforts in a competitive market. Created superior investment solutions by utilizing proprietary trading and wealth management strategies based on renowned equity research.

- **Increased assets under management (AUM) during a financial crisis** by working across the organization to create relevant options for addressing market-driven problems and opportunities, while implementing new strategies and models for client acquisition.
- **Effectively amassed and interpreted investor trends**, associations, and cause-effect relationships to enhance and cater presentations and anticipate consequences of decisions.

Additional experience includes founding Elite Mortgage Concepts of Southwest Florida & Azure Adventures Corp. and Financial Consultant with Merrill, Lynch, Pierce, Fenner & Smith.

EDUCATION

Master of Arts History, University of Illinois
Bachelor of Arts History and Political Science, University of Illinois

FINRA Series 24 | Series 79 | Series 63 | Series 7