

Position: Chief Operations Officer

Location: Los Angeles, CA

Relocate: Yes No Possibly



CID#: 223845

EXECUTIVE CANDIDATE PROFILE

Passionate and people-focused executive leader with 20+ years of experience in all functional areas of business operations and management including strategic planning, scaling teams and processes, organizational design, product management and innovation, communication, and negotiation, presenting and speaking, data analysis, sales and marketing, HR, legal, finance, manufacturing, and supply chain in the retail, consumer electronics, technology, consulting, fashion, healthcare, media/entertainment, ecommerce, and advertising industries. Adept at scaling startups, driving infrastructure and core capabilities to support rapid revenue gains, and leading teams of 30+ staff. Passionate about company culture and motivated by collaboration with a bias for action, growth, and operational excellence.

■ Recognition / Achievements

- *Restructured consumer electronics startup and hired a team of 25 in under 1 year, delivering \$2M+ in new capital from investors and overhauling product development and manufacturing of hardware and software.*
- *Developed a novel product-driven business and launched crowdfunding campaign that earned \$1.5M in venture capital to scale the business, successfully exiting via sale in 2019 after 5 years of growth.*
- *Built a media agency from \$0 to \$10M+ in annual revenue in 9 years with a team of 30+ that provided media and marketing services to 100s of mid-sized businesses with up to \$100M in annual revenues.*

■ Professional Skills

B2C/B2B Operations Leadership

Cross-Functional Collaboration

OKRs, KPIs, Metrics, Reporting

Performance Benchmarking

People & Culture Development

Digital Marketing/Brand Strategy

Business & Financial Analysis

New Business Development

Resource & Location Planning

Funding & Investor Relations

Legal, Compliance, IP, Risk

Strategic Planning & Execution

P&Ls, Budgeting, Forecasting

Scaling Startup Organizations

Revenue & Sales Enablement

Growth & Change Management

Program & Project Management

Pipeline & Lead Generation

Key Partnerships & Affiliations

Supply Chain & Vendor Mgmt

Hiring, Onboarding, Training