

Position: Chief Operating & Strategy Manager

Location: San Francisco Bay Area

Relocate:  Yes  No  Possibly



CID#: 224513

## EXECUTIVE CANDIDATE PROFILE

*Accomplished executive and meticulous leader with advanced experience building company infrastructures that define, design, build and deliver product value and revenue growth. Excels in fast-paced environments helping companies with the aptitude to ensure the company's presence is established in new markets, identifying growth opportunities, and cultivating strong business alliances.*

*Recognized in the industry for developing diverse teams that maximize revenue and profitability. Highly proficient in developing partnerships and building rapport with clients, management, and team members. Proven capacity to build successful teams, analyze technology trends, and ensure top quality assurance.*

### Areas of Expertise

Product Management

Software as a Service

Product Roadmap

Operations Management

Business Intelligence

Natural Language Processing

Corporate Restructure

Product Marketing

Business Development

Product Development

SaaS

Analytics

Product Positioning

Fund Raising Strategy

Security Architecture

Strategic Planning

UX Design

Agile Project Management

Artificial Intelligence

Security Compliance

### ■ Recognition / Achievements

- *Founder of 2 high-tech companies, helped build five startups in total, and successfully transitioned from very large international corporations to the startup environment.*
- *In one startup they defined and delivered the first Network Detection and Response (NDR) platform on the market and helped define that industry category.*
- *As SVP of Product, built product management and marketing organizations from the ground up. In 2017-2018 the go-to-market programs filled pipeline enough to deliver 500% revenue growth.*
- *As Chief Operations and Strategy Officer they shifted the company focus from "engineering excellence" to customer focus by creating crisp marketing messaging and branding and defining a go-tomarket strategy that was targeted and measurable. This pivot allowed the development of a fundraising strategy that positioned the company to meet its initial early seed goals.*
- *Was acting CEO for a period and successfully identified early-stage investors that helped fund first phase of market +introduction.*

### ■ Education / Designations

- *Bachelor of Arts (BA), Political Science*