

## EXPERIENCE & SKILL HIGHLIGHTS

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- 9+ Years Executive Leadership Experience
- 2+ Years Strategic Business Consulting Experience
- 2~ Years Private Equity Experience
- 5+ Years Enterprise Sales Experience
- 11+ Years B2C Sales Experience
- 6+ Years Technology-Backed Services Experience including SaaS
- 7+ Years B2B Sales Experience Including Enterprise, Mid-Market, and SMB
- 10+ Years Revenue & General Operations Experience

## RECENT & RELEVANT EXPERIENCE

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Head of Business Development – Bregal Sagemount – Dallas, TX Aug 2019 – April 2021

- Sourced on average 300+ meetings a month (90% Initial Meeting, 10% Revive) for 1.5 years, 4 disclosed deals, many more undisclosed deals, billions in enterprise value
- Led Business Development team and hired first Business Development associate
- Led data strategy and strategic planning of broader data infrastructure and technology stack
- Deals – Printful (\$120 million), Optima Partners (undisclosed), Full Stack Labs (undisclosed), Building Link (undisclosed)

Head of Revenue, Flowspace – Culver City, CA April 2019 – Jun 2019

- Led Revenue Team across Sales (7), Customer Success (1), Sales Development (1), Sales Ops (1)
- Achieved all revenue targets, more than doubled the size of the team in 3 months, paid out maximum bonus for Q2 performance
- Directly responsible for helping close largest deal in company history

Head of Carrier Sales, Revenue Operations, Sales Development – Next Trucking – Compton, CA April 2018 – Mar 2019

- Head of Carrier Sales – Led growth for new carrier acquisition, 12 FTE Budgeted for 2019, Comp plan created, FP&A completed
- Head of Revenue Operations – Solely responsible for a companywide roll out of Salesforce and broader sales and marketing information technology infrastructure
- Head of Sales Development Carrier Onboarding – 300% increase of monthly run rate from prior 3-year baseline for fully onboarded carriers (ready to haul) from 180 to 550, 1200 carriers onboarded total to more than 3000 carriers onboarded total

Sales Development Expert – MomentFeed – Santa Monica, CA Jan 2017 – March 2018

- Presidents Club, Highest Producer, Employee of the Month, #1 Producer every month
- Hit highest accelerator 100% of the time, 40 meetings in best producing month
- Trained and onboarded 100% of the SDR team that achieved quota during this timeframe

Co-Founder – Imagine LLC – Moorpark, CA May 2013 – May 2014

- International auto parts e-commerce retailer shipping to over 18 countries
- Streamlined and automated 95% of the company's operations and logistics workflow into a single touch point within the Salesforce Enterprise Service Cloud and Epicor Platforms via API and other connections
- Maintained five highest rated stores on Ebay with over a 99% customer satisfaction rating - Car Parts Nation, Truck Parts Nation (100% customer satisfaction rating), Motor Parts Nation - Listed over ninety million of inventory on Ebay with favorable terms

Mortgage Consultant – Wells Fargo Home Mortgage – Arcadia & North Hollywood, CA Feb 2008 – June 2009

- #1 producing mortgage consultant with highest 1% funded loan volume nationwide
- Funded \$15 million in best performing month, \$70 million total
- Managed a \$30 million dollar rolling pipeline with over 75 loans
- Entered the mortgage business February of 2008 when interest rates were over 7%
- Refinanced personal mortgage for a Wells Fargo CEO

## EDUCATION

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Highschool Diploma in 2004 – GED Equivalent  
Gifted and Talented Education Program – GATE Program  
Math SAT – 760