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| **Michael** Chavez  San Antonio, TX · 210 – 863 - 3860  MichaelStuartChavez@gmail.com · linkedin.com/in/michaelstuartchavez |
| Ambitious and goal-driven professional, skilled in developing and implementing high-growth strategies with proven results. Solid track record of contributions to growth through increased revenue generation and product expansion. Successful team builder experienced in using lean practices to drive cultural innovation and ideation. Known for exceptional grit and determination, thriving in any area pursued due to a relentless passion to succeed. |

# Experience

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| *02/2024 – Present*  **Vice President of Growth,** LongPath Technologies, Inc. *Boulder, CO (Remote)*  **Lead all growth initiatives for a leading company in continuous methane emissions monitoring, focusing on expanding market presence and driving revenue in the oil and gas sector.**   * Develop and execute strategic plans that successfully penetrate new markets, including overseeing the launch of LongPath’s groundbreaking Pathfinder program for emissions monitoring. * Directly manage key accounts, including Chevron and Williams, ensuring high levels of customer satisfaction and long-term partnership growth. * Identify and capitalize on the SB-1137 compliance market in California, successfully positioning LongPath within top operators and expanding the company’s footprint in this significant market. * Build and maintain strategic relationships with industry leaders, fostering partnerships that support LongPath’s growth and innovation. * Spearhead the creation of comprehensive sales and marketing strategies, resulting in the acquisition of key clients in the Permian Basin and other critical regions.  08/2022 – 02/2024Chief Revenue Officer, TurnTable Tickets, inc*San Antonio, TX* **Managed and oversaw all sales, marketing, and business development strategies for a nationwide, growth-stage, SaaS, and climate-focused certification company.**   * Worked hand-in-hand with the executive team and leadership to support strategic goals to acquire new customers, deepen the engagement of existing customers, and increase profitability. * Developed and implemented scalable processes to build, manage, and execute a balanced pipeline that supported the achievement of company growth. * Leveraged extensive network and a challenger mindset to win new customers over with a strong value proposition offering. * Worked closely with cross-functional teams including Product, Technology, Marketing, Finance, People, and Operations to align expectations and deliver a superior customer experience. * Led complex contract negotiations, closed new deals, and maintained the highest level of customer satisfaction.  02/2022 – 09/2022Vice President of Growth, Project Canary*Denver, CO (Remote)* **Managed and oversaw all sales, marketing, and business development strategies for a nationwide, growth-stage, SaaS, and climate-focused certification company.**   * Worked hand-in-hand with the executive team and leadership to support strategic goals to acquire new customers, deepen the engagement of existing customers, and increase profitability. * Developed and implemented scalable processes to build, manage, and execute a balanced pipeline that supported the achievement of company growth. * Leveraged extensive network and a challenger mindset to win new customers over with a strong value proposition offering. * Worked closely with cross-functional teams including Product, Technology, Marketing, Finance, People, and Operations to align expectations and deliver a superior customer experience. * Led complex contract negotiations, closed new deals, and maintained the highest level of customer satisfaction.  10/2020 – 02/2022Chief Revenue Officer (Interim), TransectSan Antonio, TX **Manage and align key areas of growth for an early-stage environmental B2B SaaS company**.   * Developed and streamlined growth “flywheel”, aligning the Sales, Customer Success, Marketing, and Product departments with company-wide goals. * Developed a new sales process to align with the company growth plan, resulting in over 400% growth in ARR in 90 days. * Hired and developed a Marketing team, and implemented KPIs to align with the growth strategy. * Helped identify and integrate long-term leadership roles in Customer Success, Sales, and Marketing  07/2017 – 07/2020Vice President of Sales and Marketing, sitePro*San Antonio, TX* **Manage and oversee all sales, marketing, and business development strategies for a nationwide multi-million-dollar software automation company**.   * Effectively work hand-in-hand with executive team and leadership to support strategic goals to acquire new customers, and deepen engagement of existing customers to increase profitability. * Hired, restructured, and developed a sales team to optimize sales coverage and growth while aligning with marketing initiatives. * Doubled new customer acquisition in the first 6 months. Increased overall revenue by 207% over a 2-year period. * Developed, implemented, and managed all marketing strategies and initiatives ranging from press releases, national publications, trade shows, digital campaigns, etc. resulting in a 6x increase in new leads. |
| 04/2015 – 07/2017director of business development, genscape (Digital h2o)Chicago, IL (Remote) **Led all marketing, sales, and product roadmap functions for an early-stage SaaS company resulting in high growth and eventual acquisition.**   * Oversaw all revenue-generating activities, including marketing, sales, customer support, and client services. * Increased revenue by 4.7x in first year.   Job responsibility/achievement 04/2013 – 04/2015director of business development & Operations, WellawareSan Antonio, tx **Part of the founding team of 5 employees, helped grow the company to over 65 employees and $67M in capital raised**   * Identified, developed, and marketed a new product line, which accounted for 25% of company revenue * Managed operations personnel including engineers, supervisors, coordinators, and technicians. * Identified and oversaw construction of 50,000+ square miles of RPMA wireless networks * Managed and negotiated vendor and contractor relationships to include RFQs, proposals, and partnership agreements  09/2011 – 04/2013Automation and Electrical Technician, Chesapeake **Managed teams of contractors responsible for project construction, maintenance, and troubleshooting for a Fortune 500 oil and gas company.**   * Led contractor selection/evaluation and RFQ’s for multi-million-dollar projects. * Commissioned the company’s first oil terminal in South Texas under budget and ahead of the deadline (also a first for the company).  04/2006 – 10/2008Fire Controlman (E4), United State Navy – USS Arleigh Burke  * Secret Clearance (expired) |

# Education

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| 01/2009 – 04/2011Electrical Engineering, University of Texas at San antonio |

# Skills

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| * Entrepreneurial leader with a passion for building and leading high-performing teams * Ability to develop direct and channel relationships to successfully deliver growth * Ability to take calculated risks and make decisions to propel the business to the next level | * Proven ability to identify market opportunities and grow profitable businesses * Track record of exceeding expectations and delivering on targets and goals * Critical thinker with an understanding of how to analyze industry trends and opportunities |