

Technical Business Leader

Results-driven professional with extensive experience in team development, business operations and strategic leadership.

Proven success in building strong organizational culture and developing priorities and processes to support diverse teams at mission driven and technology focused organizations. Demonstrated expertise in managing complex projects and initiatives, guiding strategic direction, and improving systems to create a vibrant organizational culture. Expert at recruiting new talent, hiring and onboarding, staff development and training, and communicating with a wide range of people and cultures. Excel at managing board and investor meetings, communication, and engagement. Adept at building strong customer relationships, providing personalized and tailored solutions, and interpreting and clearly articulating complex technical concepts between stakeholders.

Areas of Expertise

- Business Development
- Financial Analysis
- Software Engineering
- Information Systems
- Project Management
- Risk Analysis & Mitigation
- User Interface Design
- Board & Investor Relations
- Customer Relationships

Accomplishments

- Grew a climate tech business from 0 to over 100K users and \$1.3MM in annual revenue through cash flow investment.
- Attracted, hired and onboarded 11 employees and recruited and managed 40+ independent contractors and partners.
- Developed systems to manage payroll, human resource and accounting at organizations with revenues of \$1MM - \$5MM.
- Facilitated sell-side due diligence process and oversaw data room during Symbol's \$3.9B acquisition by Motorola, Inc.
- Recruited expert advisors in automation, electric vehicles, electrochemistry and lithium-ion battery safety and disassembly.
- Recruited and managed 40+ independent experts to develop technical engineering content for building professionals.

Career Experience

HeatSpring LLC, Portland, OR (exit)
Founder, CFO and CTO

2006 – 2023

Spearheaded internal teams of marketing, course development, software, and customer service by leveraging exemplary leadership and communication abilities. Engaged and managed diverse array of professionals, including lawyers, accountants, developers, designers, analysts, and marketing consultants. Exemplified core values of integrity, care, and empathy to ensure exceptional customer experiences. Demonstrated prudent financial analysis to strategically invest cash flows from operations to maximize business growth, while minimizing risk. Established and maintained robust systems for open financial transparency with instructors, partners, and employees. Closed monthly books, directed AP/AR, and generated financial statements and budgets.

- Achieved satisfaction rating of 4.6/5 by providing high-quality online training to 100K users across 200 courses.
- Reduced annual OpEx by 73% and 47% to maintain profitability by successfully steering two industry downturn cycles.
- Lowered required labor hours by 94% by automating vendor payment calculations and developing AP system integrations.

Additional Experience

Founder, CFO and CTO OpenShiro, LLC, Portland, OR (exit)
Financial Controller, Living Harvest Foods, Inc., Portland, OR (acquired by Cell-Nique)
Consultant, Business Operations, Symbol Technologies, Inc., Holtsville, NY (acquired by Motorola)
Implementation Specialist, Financial Information Systems, Medical Information Technology, Inc., Framingham, MA

Honors & Awards

Named by Business Week as one of America's 25 most promising Social Entrepreneurs
Selected as member of Massachusetts Governor Deval Patrick's Zero Net Energy Task Force