

# Dimitri Antoniou

[dimitri.m.antoniou@gmail.com](mailto:dimitri.m.antoniou@gmail.com)  
(617) 272 - 6785

[dimitriantoniou.com](http://dimitriantoniou.com)  
[linkedin/dimitriantoniou](https://www.linkedin.com/in/dimitriantoniou)

My 4th grade superpower was “The Questionator - trouble runs from his fearless inquiry,” and today I focus that power on the intersection of entrepreneurship and social impact. Unique abilities: thinking on my feet to rapidly ideate, strategize, and activate; leading with empathy, intuition, and charisma; learning agility that empowers cross-functionality and getting sh\*\* done. Core values: “Do the right thing,” “Lean in to productive discomfort,” “Live in the moment,” “Have fun with it.”

## PROFESSIONAL EXPERIENCE

**Codeup**, San Antonio & Dallas, TX | The premier career accelerator in TX

- **VP of Strategic Initiatives**- Led the integration of our first acquisition, a \$1M career school. Spearhead the incubation, development, and integration of strategic growth projects. **May '21 - Present**
- **VP of Programs & Partnerships**- Led the merger of the Delivery and Placement departments into one team of 30+ employees focused on the entire student journey. **Sep '20 - May '21**
- **VP of Delivery & Head of Compliance** Launched a Dallas campus ([our first geographic expansion](#)), increasing revenue by 25% in the first year. Turned around records compliance from below 50% to 99%. **Sep '19 - Sep '20**
- **Director of Delivery**- Led campus program delivery by integrating software development and data science teams, implementing Traction/EOS, scaling from 5 to 11 employees, increasing instructor gender diversity from 0 to 27%, and managing program experience for 150+ students. **Nov '18 - Sep '19**
- **Director of Business Development**- Launched a data science program as our second product offering and [first of its kind in San Antonio](#), increasing company revenue by 30% in the program's first year. **Jan '18 - Nov '18**
- **Operations Manager**- Delivered ~\$2.5M in revenue while managing accountability for daily operations of accounting, benefits, facilities, records, and regulations/compliance. **Aug '16 - Jan '18**

**Mello{be} Co.**, San Antonio, TX | Mindfulness meditation cushions for everyday life

- **Partner** - Built e-commerce site generating 40% of first year revenue; launched Indiegogo campaign, doubling previous year's revenue; earned 35 5-star reviews through customer support; co-created pitch deck winning \$10,000 in seed funding. **Sep '17 - Apr '18**

**University of Pennsylvania Center for Programs in Contemporary Writing**, Philadelphia, PA

- **Critical Writing Tutor** - Selected as 1/24 of 10,000 to tutor undergrad/grad students in writing and rhetoric. **Mar '13 - Apr '16**

## PROJECTS & VOLUNTEER

**The Shoulders of Giants**- Board Member supporting the strategic planning, business plan, and growth initiatives of a Dallas-based non-profit focused on high-school extracurricular STEM education. **Mar '21 - Present**

**Customized Camping** - Founded an LLC to facilitate customized camping trips for small groups across TX. **Jan '21 - Present**

**Clean Lake Cliff Park**- Organized a community cleanup initiative that has cleared over 600 gallons of trash. **Jan '21 - Present**

**Codeup Calendar** - Built and deployed a full-stack application for automated calendar development using HTML/CSS, Bootstrap, JavaScript/jQuery, Java/Spring Boot, Thymeleaf, MySQL, Google Charts API, Git. **Dec '20**

## EDUCATION

**Venture For America**, Providence, RI | 5-week entrepreneurship bootcamp and 2 year fellowship **Jun '16 - Jun '18**

**University of Pennsylvania**, Philadelphia, PA | *BA in Urban Studies* | *Summa Cum Laude* **Aug '12 - May '16**

**International Honors Program: Cities in the 21st Century**, Brazil-South Africa-Vietnam | Completion **Aug '14 - Dec '14**