

Erik Van Winkle

OPERATIONS · TECHNOLOGY

Atlanta, Georgia U.S.A.

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Summary

Accomplished professional with a robust background at the intersection of technology and organizational design. Proven experience as a Product Manager at Ernst and Young, specializing in the Product Transformations of IT Departments. Advanced to Director of Operations at a dynamic tech startup, driving operational excellence. Subsequently transitioned to Business Development and Technical Sales Lead, combining strategic insight and interpersonal skills with technical acumen to deliver leads to the business.

Passionate about problem-solving, leveraging emerging technologies, and enhancing operational efficiency. Seeking a role that utilizes both analytical and interpersonal skills to drive innovation.

Work Experience

DeSci Labs

2022 - Present

HEAD OF BUSINESS DEVELOPMENT

Online

- Secured DeSci Labs' inclusion on grant proposals totaling upwards of €20M+
- Established key relationships with industry leaders from both academia and technology, setting up channels for continuous connection flow
- Spun up an active 50+ person community championing DeSci Labs technologies in their niche fields, resulting in 10+ conference proposals, 6 smaller grant opportunities, and increased visibility

HEAD OF OPERATIONS

Online

- Established hiring processes and played a pivotal role in selecting the 20-person team
- Served as the initial point of contact and relationship manager for a VC raise of \$4M at a \$20M valuation
- Managed all community functions for a 2,000+ person community, fostering engagement and growth

Ernst and Young

2019 - 2022

IT TRANSFORMATION AND PRODUCT MANAGEMENT

Boise, Idaho U.S.A.

- Spearheaded a comprehensive analysis of business functionality across all verticals, focusing on team topology, funding models, enterprise architecture, and workforce capabilities to strategically position and roll out the company's emerging product capabilities
- Acted as First Product Owner in the roll-out, collaborating closely with executives and division leaders. Led and directed a team of designers, developers, and product analysts in crafting specialized internal tooling based on stakeholder requirements while maintaining alignment with internal IT infrastructure and IT support teams
- Oversaw the development of robust end-user training materials and pioneered the training program for a new wave of internal product owners, ensuring a smooth and effective transition and continuity of the product-oriented vision

CYBERSECURITY AUDIT CONSULTANT

Silver Springs, Maryland U.S.A.

- Worked across geographies in the US to create a full inventory of cybersecurity tooling and application in the company
- Coordinated with cyber SMEs to provide clients with a reduction of \$2M annually by removing tooling and applications with redundant capabilities
- Identified a series of 10 security concerns and data privacy violations to be addressed by CIO

DIVESTITURE AND CLOUD MIGRATION EXECUTION

Newark, New Jersey U.S.A.

- Fourth person onboarded to the divestiture of \$8B in assets from a Fortune 50 Pharmaceutical company. Helped define the IT architecture for spin-co from scratch
- Designed, implemented, and maintained all reporting and analysis pipelines for program management to CIO and IT upper management of divestiture execution
- Assisted in the sale of \$75M in additional, follow-on business across spin-co and steer-co including ServiceNow implementation, a migration to cloud, and an IT Finance analysis and revamp

Volunteering

DeSci Boston Conference

2022 - Present

FOUNDER & ORGANIZATIONAL LEAD

Boston, Massachusetts U.S.A.

- Successfully raised all necessary funding for the first year of the conference, ensuring the event took place by securing sponsorships, organizing venues, coordinating speakers, and managing attendee logistics.
- Established and managed a series of committees for the second year of the conference, overseeing a team of 10 and managing the finances to drive strategic initiatives and ensure operational excellence.
- Managed a global community of 500+ members, fostering a cohesive and engaged network of participants and stakeholders.

DeSci Amsterdam Conference

2022

FOUNDER & ORGANIZATIONAL LEAD

Amsterdam, Netherlands

- Successfully raised all necessary funding for the conference, securing sponsorships and partnerships with leading industry organizations.
- Expertly organized all event logistics, including venue selection, speaker coordination, and attendee management, ensuring a seamless experience.
- Efficiently managed day-of operations for a 300+ person event, overseeing a team of volunteers and staff to deliver a high-quality, engaging conference.

ConstitutionDAO

2021

SOTHEY'S LIAISON

New York City, New York U.S.A

- Helped spin up a team of 30 people who crowdsourced \$50M in 7 days from 30,000 individual contributors to buy a copy of the U.S. Constitution at auction.
- Served as the liaison between the core team and Sotheby's, the auction house responsible for the copy of the Constitution.
- Managed a community of 30,000 people across various social platforms, fostering engagement and communication.

Honors & Awards

2023 **Fellowship**, GO FAIR Foundation

Leiden, Netherlands

2022 **Ecosystem Steward**, DeSci Community

Online

2021 **Outstanding Young Talent - Gold**, Ernst and Young

Online

2020 **Cultural Excellence Award**, Ernst and Young

Online

Education

Georgia Institute of Technology

B.S. IN MECHANICAL ENGINEERING

Atlanta, Georgia U.S.A.

- Recieved James G. Wohlford Excellence in Co-operative Education Scholarship and Sigma Phi Epsilon Balanced Man Scholarship