

John P. Galeazzi

John.Galeazzi@gmail.com

EDUCATION

NEW YORK UNIVERSITY: STERN SCHOOL OF BUSINESS

MBA, Operations, Management of Technology

Member, Technology & Media, Entrepreneurs Exchange, Innovation & Patents Lab

New York, NY

2009-2012

LOYOLA UNIVERSITY

BS, Physics

Honors Physics Student, Army ROTC (Distinguished Military Graduate)

Baltimore, MD

1996-2000

GENERAL ASSEMBLY

CERTIFICATE, Software Engineering Fellow

12 wk. Full-stack Software Development Immersive

New York, NY

2020

EXPERIENCE

20TH SPECIAL FORCES GROUP (AIRBORNE) & OTHER - US ARMY

Special Forces Operator (Green Beret) & Communications Officer

Multi-Country

2000-Present

- Responsible for tactical decision-making, mission planning, and medical safety of 12-person Special Forces team
- Led team responsible for monitoring advanced cyber security, satellite communications, tactical radio, and network engineering for all military personnel supporting operations in Africa, Iraq, and Afghanistan
- Slashed network outages by 22% via strategic application of intelligence gained through careful analysis of systems data and customer feedback
- Directed and motivated team of 45 personnel including civilians and military from multiple services
- Facilitated 100+ top-level briefings to senior military including CENTCOM/SOCOM General Officers
- Modernized personnel management system for 183 soldiers reducing paperwork and creating a more efficient service team
- Coordinated \$24M company equipment overhaul and upgrade program 6 months ahead of schedule
- Created internal consulting team with brigade counterparts to ensure unit was mission ready and rapidly deployable
- Conducted market analysis to find commercial off-the-shelf products that could integrate and enhance current abilities
- Led highly visible technical radio communications platoon of 54 personnel and prepared for combat operations
- Earned Commanding Three Star Generals recognition for flawless communications support during largest joint air and missile defense exercise in White Sands, N.M.
- Refined standard operating procedures which enabled the platoon & company to more rapidly establish communications networks in preparation for combat operations

COMMANDER QUINCY'S INC

Founder & President

New York, NY

2013-2016

- Launched profitable start-up with the development of the beverage industry's first dual-purpose product; effectively expanded market for cold-weather drinks. Engineered system of vendors, advisors, and capital while creating white space product.
- Established compelling and aggressive sales strategy—and increased annual cash 1000%; secured 15 marquee clients in just one year

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- Led effective partnership negotiations with patented technology vendor to offer unique product delivery system; secured immediate product placement within five NFL stadiums
- Developed focused customer testing program—leading to launch of three innovative products

SAILTHRU INC

New York, NY

Chief Operating Officer

2010-2013

- Amplified revenue of early-stage start-up—from \$170K annual to \$8.25M in two years—by recruiting and empowering highly-skilled team of operations and sales professionals.
- Forged dynamic Account Engineering teams able to quickly capture improvement ideas and reduce client issues; cut client onboarding time requirements from 45 to 20 days
- Built talented Customer Service team enabling company to capture client churn of less than 5% (recognized as industry best)
- Established internal communication channels to facilitate effective collaboration between sales, engineering, and support teams; launched 10 new product lines within first year of tenure

UNITED TECHNOLOGIES CORPORATION

New York, NY

Business Development

2008-2010

- Developed \$11.5M book of new business opportunities over 18-month time frame.
- Orchestrated team resources (engineering, financial, and construction) to hasten project design—and in half the time of leading competitors
- Coordinated effective dialogue and collaboration between three key business units with widely differing technologies to foster innovative, inventive, and unique solutions
- Managed network of independent contractors; built energy-savings projects for wide range of customers

CYTYC CORPORATION

Marlborough, MA

Medical Device Sales

2004-2006

- Planned and executed aggressive sales target resulting in business growth of 120% in one year
- Developed surgeon training program allowing team to effectively service 20 hospitals, 335 surgeons, and 587 offices in two states
- Established deep relationships with C-suite doctors enabling the team to have priority access in all hospitals we worked at

Skills and Technical

Languages - English (native speaker), Spanish (ILR 2/3)

Software Engineering - Python, HTML, CSS, JavaScript, React.js, MongoDB, Ruby on Rails, Bootstrap, Git/GitHub, Node.js, RESTful, Express.js, SQL, REST API, PostgreSQL, MATLAB, Arduino/Raspberry Pi