**John P. Galeazzi**

John.Galeazzi@gmail.com

**EDUCATION**

**NEW YORK UNIVERSITY: STERN SCHOOL OF BUSINESS** New York, NY

**MBA,** Operations, Management of Technology 2009-2012

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

**LOYOLA UNIVERSITY** Baltimore, MD

**BS,** Physics 1996-2000

Honors Physics Student, Army ROTC (Distinguished Military Graduate)

**GENERAL ASSEMBLY** New York, NY

**CERTIFICATE,** Software Engineering Fellow 2020

12 wk. Full-stack Software Development Immersive

**EXPERIENCE**

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

**Special Forces Operator (Green Beret) & Communications Officer** 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** New York, NY

**Founder & President** 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
* 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