

# Harris Gordon

*2x Venture-Backed Founder & Turnaround Operator*

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**Thesis:** A founder-level operator who architects durable GTM and operational systems to turn high-stakes chaos into scalable growth. \*\*\*

## Work Experience

**Independent Consultant / Venture Builder** Self-Employed | *February 2025 - Present*

**Project 1: Turnaround Operator (YC-Backed Series A Client)** \* Embedded as the founding Account Manager to stabilize a chaotic GTM motion and retain high-value enterprise accounts. \* Saved \$900k in at-risk ARR by quarterbacking a P0 crisis response for a flagship account, co-designing a new enterprise release protocol to rebuild trust. \* Unlocked \$2.2M in enterprise pipeline by architecting a new GTM operating system, sunsetting an unprofitable SMB segment to focus resources on high-value accounts.

**Project 2: Venture Builder (YC-Backed Series C Client)** \* Architected and executed a 0-to-1 venture build for a new labor marketplace in the highly regulated ECE sector. \* Secured a formal pilot agreement with a major multi-site operator in just 11 weeks, progressing the venture from 0 to 1. \* Diagnosed the true ‘hair-on-fire’ problem for daycare directors via 25+ customer interviews, leading to a pivot to a niche, compliant ‘On-Demand Floater’ model. \* Built the venture’s end-to-end operational infrastructure as the solo DRI, establishing the legal entity, securing insurance, and architecting the V1 of all GTM and onboarding playbooks.

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**Co-Founder & CEO, Scalpel** Scalpel | *October 2022 - January 2025* \* Built a vertical SaaS platform for medical supply management that cut 20+ weekly staff hours, leading the company to acquisition negotiations. \* Raised venture funding from Bienville Capital after validating product-market fit with 65+ customer interviews.

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**Commercial Product Manager, Capsule Pharmacy** Capsule Pharmacy | *February 2021 - October 2022* \* Launched and scaled the company’s first B2B2C growth product (Patient.Page), driving a 20% increase in new customer acquisition in Year 1.

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**Co-Founder & COO, eevo** eevo | *May 2014 - January 2021* \* Developed VR training tools that improved surgery patient satisfaction by 33%, leading the company from inception to a successful exit. \* Raised venture funding from Techstars, Sinai Ventures, and FundersClub while leading product, operations, and sales. \*\*\*

## **Education**

**Vassar College** | Poughkeepsie, NY | *August 2011 - May 2015* \* Cognitive Science & Computer Science \*\*\*

## **Skills**

**Turnaround & GTM Strategy** Crisis Management • Enterprise Account Retention • Pipeline Generation • Go-to-Market Playbooks • Market Validation

**Venture & Systems Building** 0-to-1 Product Development • Process Architecture • Operational Infrastructure • Founder-Led Sales

**Data & Technical Fluency** SQL • Python • Financial Modeling • API-Driven Workflows • Analytics & Dashboarding