

# HARRIS GORDON

## 2x Venture-Backed Founder and Turnaround Operator

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## WORK EXPERIENCE

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### 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, sunseting 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.

### Co-Founder and 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.

### 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.

### Co-Founder and 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

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### Cognitive Science and Computer Science

#### Vassar College

August 2011 - May 2015

Poughkeepsie, NY

## SKILLS

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**Turnaround and GTM Strategy**

Crisis Management \* Enterprise Account Retention \* Pipeline Generation \* Go-to-Market Playbooks \* Market Validation

**Venture and Systems Building**

0-to-1 Product Development \* Process Architecture \* Operational Infrastructure \* Founder-Led Sales

**Data and Technical Fluency**

SQL \* Python \* Financial Modeling \* API-Driven Workflows \* Analytics and Dashboarding