

William Stewart Stephens

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Professional Experience

Co-Founder & COO, BeerMenus Inc. – Brooklyn, NY, March 2008 - Present

- Created the company business plan, established the corporation.
- Developed and executed product strategy, sales, and support.
- Scaled business to >\$40,000 MRR as the company's sole full time employee.
- Instituted company structure, hiring a CTO and Head of Sales to scale the business with product improvements and a high-touch sales process.
- Created the Customer Success team to focus on retention consistently keeping churn below 1%.
- Built the digital display product to allow bars to display current beer selection on TVs combining Chromebit hardware with a live feed of data from BeerMenus. Created and documented the installation process, support procedures, and customization and branding options.
- Oversee the organization, data integrity, and moderation of the database of >200,000 beers, which receives >2,000 new beers per week that each require data entry, moderation, and merging.
- Spearhead company culture, organizing co-branded collaboration beer brewing sessions with popular craft breweries.
- Achieved status as a Certified Cicerone® and BJCP Recognized Beer Judge to establish ourselves as authority figures and thought leaders in the space.

Litigation & Technology Paralegal, Sills, Cummis, and Gross P.C. – Newark, NJ, March 2007-March 2008

- Architected multimillion document electronic databases to allow document review teams to run complex searches on case files and deposition transcripts for class action lawsuits.
- Organized case files for senior partners.
- Served as firm specialist in designing PowerPoint presentations for use in court.

Paralegal, New York City Law Department - Special Litigation Unit – New York, NY, Summer 2006- November 2006

- Organized case files for trial attorneys in the department with the highest profile cases.

- Drafted case abstracts, notices of motion, notices of entry, and filed documents in court.
- Analyzed deposition transcripts and drafted digests.
- Researched expert backgrounds and assisted with document discovery.
- Performed legal research using Lexis Nexis and Westlaw.

Intern, U.S. Environmental Protection Agency - Office of Air and Radiation – Washington, DC, Fall 2004

- Received monetary grant from EPA to participate in Best Workplaces for Commuters program geared toward encouraging companies to use rideshare programs.
- Interviewed Fortune 500 company members to learn how to run a successful rideshare program and improve best practices.
- Drafted briefs detailing successful rideshare programs including case studies and recommendations for innovative funding techniques.

Department Webmaster, Dickinson College Environmental Studies Department – Carlisle, PA, 2003-2004

- Overhauled existing department website to make it easier to navigate and add new student content.
- Updated and maintained graphics and student content to keep website current.

Education

Dickinson College, Carlisle, PA

Bachelor of Arts, May 2006. Major in Policy Studies and minor in Environmental Studies.

University of Málaga, Málaga, Spain

Language immersion program, Summer 2005.

Pratt Institute, New York, NY

Web and graphics design Summer course, Summer 2003.