

OWEN P. McCORMICK

Strategic Operations Consultant

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Process Optimization | Revenue Operations | Cross-Functional Communication

PROFESSIONAL EXPERIENCE

Strategic Operations Consultant | Self-Employed, International *Feb 2024 – Present*

- Built the full US-side operations for Voxitech, a European AI startup, including the outreach and compliance infrastructure that opened their first Department of Defense contract conversations.
- Overhauled sales operations for a growing EdTech company by migrating them off scattered spreadsheets and into HubSpot, giving leadership their first real-time view of pipeline health.
- Applied Lean Six Sigma methods to redesign admin workflows for a UK-based InsurTech firm, cutting roughly 12 hours of weekly manual data entry across the team.

Founder & Principal | Trail Blazers LLC, Washington, D.C. *2019 – 2023*

- Grew a locally geared lifestyle/clothing brand and service business from a one-person operation to \$2.56M in annual recurring revenue over four years, fully bootstrapped with no loans or outside investors.
- Negotiated and closed the sale of the company to a competitor, walking away with a profit and a clean handoff.
- Designed a custom booking system that tracked client preferences and auto-scheduled recurring services. Became the single biggest driver of retention, ensuring VIP clients stuck around year after year.

Assistant Service Manager | Porsche Cars of North America, Washington, DC, USA *2018 – 2019*

- Managed a \$2M+ annual book of business, acting as the dedicated contact for high-net-worth owners.
- Consistently hit monthly revenue targets by translating complex mechanical issues into clear, honest language that made clients feel confident approving the work.
- Prioritized Retention and CX (Customer Experience), catching small issues early, earning clients trust and loyalty.

Operations Team Lead | Utah Olympic Park, Park City, UT *Feb 2017 – Feb 2018*

- Led floor operations during Olympic Qualifier events (Ski Jumping, Bobsled, Luge), coordinating staff, crowd flow, and safety protocols across high-pressure, nationally televised weekends.

Real Estate Project Coordinator | The Lifshutz Companies, San Antonio, TX, USA *2015 – 2018*

- Coordinated vendor scheduling and material deliveries across the “Camp Hot Wells” mixed-use redevelopment. Owned the compliance paper trail: permits, city filings, expense reconciliation. Kept the project team focused on building instead of paperwork.
- Ran regular site walks to verify construction progress against milestones, flagging variances early so leadership always had accurate, no-surprises updates.

EDUCATION & LANGUAGES

B.S. Business Management (*Cum Laude*) Colorado State University Global

Languages: English (Native) | French (Professional Working Proficiency, DELF B2 Diploma)

CERTIFICATIONS

Lean Six Sigma Green Belt (CSSC) • **Professional Scrum Master I** (PSM I)

HubSpot Revenue Operations • **Google Analytics 4** (GA4)

TECHNICAL STACK

AI/Automation: Make, System Prompt Design, LLM Model Evaluation, Workflow Automation

Platforms: HubSpot (Architecture), Salesforce (Lightning), Jira, Asana, Google Cloud Platform

Methods: Agile/Scrum, User Acceptance Testing (UAT), Six Sigma/DMAIC