

# Nate Pinches, MBA

Okinawa, Japan | Naples, Florida | Nate@cappawork.com | 570-575-0421 | <http://www.linkedin.com/in/natepinches>

---

## INTRO

I've been building things professionally for 15 years. I've built internal tools, analytics dashboards, corporate strategies, small teams, bathrooms, Ikea furniture - you name it, I've built something like it.

After ChatGPT wiped the floor with strategy consulting in 2024, I committed to teaching myself how to build software, using AI. In January 2025 I got a book on Javascript from the library and watched a ton of YouTube videos.

By July 2025 I'd shipped my first real product (not just vibe-coded, it's semi legit). I shipped another one in September. Working on a third now.

I want to join PostHog to work with super smart people and ship fast. Also I put pineapple on pizza, but it's Japanese pineapple and it's better than what you have.

You can play this resume at <https://spacehog-spiff.vercel.app/>

Github here: <https://github.com/pinchez15>

## PROFESSIONAL EXPERIENCE

### **CappaWork** | [www.cappawork.com](http://www.cappawork.com)

Remote, Japan

*A full service, modern web development agency - pivoted from a D2C brand*

#### **Bootstrapped, Solopreneur**

Aug 2021 - Present

- Designed, developed and printed a 90-day business planner for ambitious Christians, sold 500 units.
- Created all shopify store, sales funnels, ads, customer retention strategies, and new product development processes.
- Pivoted to web dev agency, mostly building my own tools
  - Built a portfolio creation website, an AI paint application, prototyped an AI recipe creator
  - Work with ClaudeCode, Cursor, Codex, Vercel, Clerk, Supabase, Stripe, PostHog
  - Main LLMs: ChatGPT, Claude, Gemini
  - Code in English, but usually work in Typescript, NextJS and SQL

### **Simple Strategies** | [www.simplestrategies.io](http://www.simplestrategies.io)

Remote, Japan

*Profitability strategy for small businesses.*

#### **Bootstrapped, Solopreneur**

Jan 2024 - Present

- Developed and launched "Simple Strategies," a coaching program for purpose-driven entrepreneurs, increasing one client's profitability by 500%
- Pivoted to rapid innovation strategy engagements where tools are delivered rather than slide decks

### **Entromy** | [www.entromy.com](http://www.entromy.com)

Remote, Chesapeake, VA

*An AI-driven startup that delivers operational insights through smart surveys. ~1.5M ARR*

#### **Director, Private Equity Partnerships**

Feb 2021- Aug 2021

STRATEGIC SALES and CONSULTING

- Led cross-functional initiatives between sales, product, and data teams to deliver smart employee surveys and insights for private equity clients.
- Collaborated with C-suite executives to design and implement scalable processes for human capital assessments, driving \$150k in sales within four months.

# Nate Pinches, MBA

Okinawa, Japan | Naples, Florida | Nate@cappawork.com | 570-575-0421 | <http://www.linkedin.com/in/natepinches>

---

## **Omnicare, A CVS Health Company** | [www.omnicare.com](http://www.omnicare.com)

Lincoln, RI

*A Long Term Care pharmacy, ~\$4B annual rev, 10,000 employees; subsidiary of CVS in an active turnaround*

### **Senior Product Developer**

Jan 2019- August 2020

#### **PRODUCT DEVELOPMENT**

- Led the redesign of governance and operations for the high-priority MultiDose product, collaborating cross-functionally with sales, marketing, and finance teams.
- Implemented Tableau-based visualizations for over 2 million data points to streamline revenue reporting, improving segmentation and identifying new business opportunities.
- Spearheaded a process optimization project for the vaccines program, driving 36% year-over-year growth through scalable process changes and operational enhancements.

## **Eagle Hill Consulting** | [www.eaglehillconsulting.com](http://www.eaglehillconsulting.com)

Washington DC and Boston

*A boutique management consulting firm with about 200 consultants, ~\$25M yearly rev, offices in DC, Seattle and Boston.*

### **Associate**

2016- 2018

#### **CLIENT DELIVERY (Health and Life Sciences industry team)**

- Managed cross-functional projects for FDA operational improvements, collaborating with finance, data, and operations teams to streamline processes and increase efficiency.
- Led data analysis for a 1,200-person workforce capacity assessment, proposing automation opportunities and process improvements to optimize workforce planning.
- Developed the business case for launching an office in Boston, personally moved to the city and won the first client at Vertex Pharmaceuticals

## **Wasabi Ventures** | [www.wasabiventures.com](http://www.wasabiventures.com)

Baltimore

*A venture capital firm that specializes in co-founding, funding, and incubating early stage tech companies.*

### **MBA Intern**

2016

- Developed product strategy and wireframe for a patient-centered clinical research platform, collaborating with developers and product teams to align technical and business objectives.
- Built a three-year financial model for a SaaS startup, working closely with finance and product teams to create scalable solutions.

## **Dana-Farber Cancer Institute** | Boston Children's Hospital

Boston

*The Dana-Farber/Boston Children's Cancer Center has been named #1 in the world multiple times*

### **Clinical Research Coordinator, Pediatric Neuro-Oncology**

2011- 2014

- Worked with neurosurgeons, neuro-oncologists, nurses, patients, and their parents to coordinate on-trial care
- Managed 7 actively accruing Phase I, II and III clinical trials and regulatory for 15+ chart review trials;
  - Indications for sonic+ medulloblastoma, diffuse intrinsic pontine glioma, juvenile pilocytic astrocytoma,
- Led implementation of precision medicine trial in pediatrics; based on a clinically actionable multiplexed targeted exome-sequencing platform and a genome wide aCGH assay

## **Brigham and Women's Hospital** | TIMI Study Group | [www.timi.org](http://www.timi.org)

Boston

### **Research Assistant, IMPROVE-IT Trial**

2010- 2011

- Managed 30 sites in North America for 18,000 patient Phase III cardiology trial: simvastatin vs simvastatin/ezetimibe
- Created a process to streamline regulatory filings- dropped time from 5 hours per week, per employee to 30 minutes, resulted in \$30,000 savings per year, per team

# Nate Pinches, MBA

Okinawa, Japan | Naples, Florida | Nate@cappawork.com | 570-575-0421 | <http://www.linkedin.com/in/natepinches>

---

## EDUCATION

### **Loyola University Maryland**

Master of Business Administration GPA 3.9

- Selected Courses: Advanced Finance, Strategy, Marketing, Operations, Data Mining

Baltimore

2015- 2016

### **Providence College**

Bachelor of Science in Biology – Philosophy Minor

- Sigma Xi: National Scientific Research Honors Society

Providence

2006- 2010

## INTERESTS and TECHNICAL SKILLS

My better half is an active-duty pediatrician in the Navy. I've climbed most of the Adirondack High Peaks and I enjoy fishing. Before going into business, I did cancer research in the lab and in the clinic. My wife and I have a literal ton of kids.

### **Certifications**

Lean Six Sigma Green Belt

### **Technical Tools**

AI/ML – OpenAI custom GPTs, Cursor, Claude Code

Design – Figma, Canva

Data Analytics and Visuals - MS Power BI, Tableau Desktop, Tableau Prep

Microsoft Suite –Excel (VBA), Powerpoint, Access, Word, Teams, Project, Visio, Sharepoint

### **Skills**

- Business Intelligence: Tableau (Desktop, Prep), MS Power BI
- CRM Systems: Salesforce, Hubspot
- Data Analytics & Visualization: Advanced Excel (VBA), Tableau
- Project Management: Process improvement, cross-functional collaboration
- Revenue Operations: Sales strategy, data reconciliation, operational efficiency