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For Business



Retry Premium



Curtis Lederle

From blueprints to pitches to portfolios to prompts.



Experience



Partner

Sojourn Insight LLC

Jul 2023 - Present · 1 yr 9 mos

Minneapolis, Minnesota, United States · Remote

Consulting services for founders, executives and researchers.
R&D in machine learning applications in operations and finance.

Skills: Investment Management · Analysis · Financial Modeling ·
Operations Management · Machine Learning



Tread

4 yrs 1 mo

Strategic Advisor

Mar 2023 - Jan 2024 · 11 mos

Skills: Business Strategy · Management



Vice President Sales and Marketing

Full-time

Jul 2022 - Mar 2023 · 9 mos

Minneapolis, Minnesota, United States

Skills: Sales Management · C-Level Executive Support · Sales
Operations · Marketing Strategy · Management



Chief of Staff

Full-time

Jul 2022 - Mar 2023 · 9 mos

Skills: Start-ups · Process Improvement · Analytics



Head Of Sales

Full-time

Apr 2021 - Jul 2022 · 1 yr 4 mos

Minneapolis, Minnesota, United States



Regional General Manager

Full-time

Jan 2020 - Apr 2021 · 1 yr 4 mos

San Francisco Bay Area



Zendesk

9 mos

San Francisco Bay Area

Senior Account Executive

Jul 2019 - Jan 2020 · 7 mos

Asia Pacific Lead - Conversation Solutions Team (Smooch.io
Acquisition)



Director Of Business Development

May 2019 - Jan 2020 · 9 mos



Director Of Business Development

Smooch.io

Jul 2017 - Jun 2019 · 2 yrs

San Francisco Bay Area

(Acquired by Zendesk)



Vice Chair of the Alumni Board

National Organization for Business and Engineering

Apr 2017 - May 2019 · 2 yrs 2 mos

Co-Vice Chair to the inaugural Alumni Board of N.O.B.E.



Founder, Consultant

Lederle Management LLC

Jan 2017 - Jan 2018 · 1 yr 1 mo

San Francisco Bay Area

Boutique advisory services to support founders and business leaders






Enercon Canada Inc.

3 yrs 4 mos


Toronto, Canada Area

Commercial Manager



<div>Sep 2015 - Dec 2016 · 1 yr 4 mos</div> <div>Business development, sales, account management, contract negotiation, claims & settlements</div> <div>[North American Customers]</div>	
<div>Strategy, policy, conferences, presentations, engagement</div> <div>[North American Markets]</div>	
<div><div>Commercial Analyst</div><div>Sep 2013 - Sep 2015 · 2 yrs 1 mo</div><div>Contract structuring, financial analysis, market strategy</div><div>[Ontario & Quebec]</div><div>Commercial & legal negotiations</div><div>[Eastern Canada]</div><div>Value engineering, market analysis</div><div>[Canada]</div></div>	<div></div>
<div><div><div>National Organization for Business and Engineering</div><div>2 yrs 1 mo</div></div><div><div>Vice President External, National Board</div><div>Mar 2013 - Mar 2014 · 1 yr 1 mo</div><div>Liaison of the organization to all affiliates.</div><div>Member of the National Board working with the Internal Vice President, President, Finance and Technology Chairs to expand and enhance NOBE across North America.</div></div><div><div><div>Vice President Entrepreneurship, National Representative</div><div>McGill Board</div><div>Mar 2012 - May 2013 · 1 yr 3 mos</div><div>Montreal, Canada Area</div><div>NOBE's first Vice President Entrepreneurship, and Canadian representative to American chapters at National Conference at USC.</div><div>- Coordinating the McGill/iNovia Tech Innovation Day</div><div>(http://techday.mcgillentrepreneurs.com)</div></div><div></div></div></div>	
<div><div><div>Engineer</div><div>Sigmund Soudack & Associates Inc</div><div>May 2013 - Aug 2013 · 4 mos</div><div>Toronto, Canada Area</div><div>Designing junior engineer on projects ranging from skyscraper condominiums to single family residential homes across the Greater Toronto Area.</div><div>[Responsibilities]</div><div>- Structural design & analysis</div><div>- Creation of 3D models of proposed and existing towers</div><div>- Site visits and inspection</div><div>- Project management</div></div></div>	<div></div>
<div><div><div>Canadian Society for Civil Engineering</div><div>1 yr 9 mos</div></div><div><div>President, McGill Student Chapter</div><div>Apr 2012 - May 2013 · 1 yr 2 mos</div><div>Montreal, Canada Area</div><div>Established partnerships with professionals, organizations and engineering firms in Montreal to create opportunities for all engineering students to gain exposure to industry projects, internships, a professional network, competitions and conferences.</div><div>[Industry tours organized]</div><div>- Montreal Symphonic Orchestra Hall</div><div>- Centre Hospitalier de L'Université de Montréal</div><div>- VIA Rail Maintenance Centre</div><div>- STM Stinson Transit Center</div><div>- McGill University Health Center</div><div>- Silo #5, Old Montreal</div><div>- Center for Sustainable Development</div><div>- Westmount Ice Arena (built below grade)</div></div><div><div>Vice President Operations & Communications, McGill Student Chapter</div><div>Sep 2011 - Apr 2012 · 8 mos</div><div>Revitalized McGill Student Chapter, created relationships to local professionals, companies and organizations. Handled membership registration and developed society framework for membership, advertising, event planning and networking.</div></div></div>	<div><div></div></div>
<div><div>Tutor</div><div>NCJ Educational Services</div><div>Sep 2010 - May 2013 · 2 yrs 9 mos</div><div>Montreal, Canada</div></div>	<div></div>

University Level: Calculus, Linear Algebra, Physics
High School Level: Organizational skills, Mathematics



Structural Engineer and Building Envelope Consultant

Gilsanz Murray Steficek

May 2012 - Aug 2012 · 4 mos

New York City

[Structural design and analysis]

- Avalon West Chelsea (750 units, 700,000 sft)

- Baccarat Hotel and Luxury Residence (119 units, 440,000 sft,)

- Tower 56, 126 E 56th St (penthouse conversion)

[Steel, glass and stone facade inspection and design]


- 2 World Financial Center


- 535-545 5th Avenue

[Presentation and Reports]

- SEAoNY Keynote Speech

- Baccarat Hotel Peer Review





333 Harrison Street Project Director, Intern


Emerald Fund

May 2011 - Aug 2011 · 4 mos

San Francisco Bay Area


- Managed technical obstacles between engineers, architects, contractors and city officials.

- Developed report on water recapturing system for LEED Gold Certificate



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