

OBJECTIVE

ENFP MBA super-crossfunctional entrepreneur with a recognizable funded history who is looking for his next gig as

- a Marketing Director of a funded high-growth technology-oriented company,
- a Co-Founder, Right-hand Man or Partner to a holding company or serial entrepreneur,
- an Advisor, Consultant, or Board Member; including representing a private equity firm

SUMMARY

- M.B.A. in corporate Strategy and Leadership, 4 teaching credentials
- Successful experience with private, Angel, and VC funding; including with compliance auditing
- Signed \$150M deal with a multinational public company
- Former college President; taught B.A.-level Accounting, Management, and Programming
- Excellent oral, written, and design skills; I write a column for a famous economist

COMPANIES

Business A Week Novato, CA 2008-present

I've tried to start a business a week—in most cases that means ecommerce sites that are relatively self-sustaining and crowdsourced. And I'm only up to 24 in two years now, but *all 24 are profitable*. Please tell me if you want to co-found any of them.

Ram Print & Communications Mill Valley, CA 2008-2010

Successfully doubled the value of the 40 year old business and sold it during a recession. I built out their menu, designed their marketing strategy, made rain, implemented copious internal metrics and formalized hiring strategies. Tons of outside sales. If you need printing or design advice or hookups, let me know.

Academy of Little Rock / Paul Mitchell Little Rock, AR 2007

Re-launched small college after sale, building morale while hammering financials back into compliance.

Everest College West Valley, UT 2006-2007

Right-hand man to President. Night Dean. Taught Management, Accounting, and Programming courses. Designed a database-driven scheduling system with a stated projected revenue increase of over \$100M. Institutional research pursuant to accreditation (compliance and development) and management.

Pinnacle Learning / Kimber Academy Lindon, UT 2006-2007

Launched a private K-12 school for a famous political author. After only 6 months of my management, awarded "Best Learning Environment" out of 858 Utah schools by The Sutherland Institute.

MET Holdings Orem, UT and Tokyo, Japan 2004-2006

Founding core team member for a transnational holding company with serial entrepreneur and patent-holder Greg Ellis. Produced business plans, financials, and presentations for VC funding process.

- **Auction Video** – we developed eBay's "default video hosting service"
 - Actualized a \$150M multinational public licensing deal for cellular video
- **SharpEnglish** – Founded an ESL school with 4000 seats contracted out to corporations in Japan, India, China, and Korea; oversaw curriculum development; hired and trained over 200 employees
- **DMRevolution** – Developed an international videoconferencing software distribution model which grew to 15,000 paying subscribers within six months

The Bride Book Provo, UT 2002-2004

A wedding-industry parallel entrepreneur hired me to co-found a bridal magazine. Until we could afford employees, I sold, designed, and wrote all ads and articles. I also presented at 27 conferences and expos per year. When I left, we were printing 30,000 copies per issue of a 500 page magazine. Featured in the Utah Book of Lists.

The Wedding Guy Provo, UT 1997-2004

Founded a social and invitations printing company. Paid for college in my spare time.