

## Summary

A serial technology entrepreneur with over 25 years of start-up and corporate experience. I have a proven track record of launching and scaling SaaS businesses, leading complex corporate transformation initiatives, and advising start-ups and enterprises on accelerating growth and innovation.

Most recently I worked with Elemental Cognition, a leading deep reasoning AI platform, improving critical operational processes that drive revenue growth, nurtured a \$60M fund raise, and led organizational development efforts to mature the leadership team and key processes. I worked directly with the founder, the senior executive team, and the board of directors to align strategy, execution, and communication.

I am energized by helping early-stage companies expand into the enterprise market and leveraging my insights and network to support their success.

## Select Clients and Work Experience

Chief of Staff and Advisor to Founder, **Elemental Cognition**, 2022-2024

- Established sales processes to get control of messy lead engagement and progression, closed several million in new business.
- Completed a \$60M Series B fund raise
- Hired a SaaS-focused CMO to supercharge top of funnel

Advisor, **SnapChef**, 2022-2023

- Focused on product management for an early-stage hospitality workforce management platform.

Advisor, **Stealth AI Startup**, 2022

- Pre-Seed company focused on applying AI tech to enterprise sales processes.

Co-Founder, **SoloSegment**, 2016-2022

- Founded and grew a enterprise search technology firm to \$2M in ARR with leading companies like John Deere, UL, Parker Hannifin, and Thermo Fisher as clients.

Various Executive Positions, **IBM**, 2000-2016

- Division CIO for Sales and Distribution, Acquisition Integrator, Troubleshooter

VP, Sales, **ecomplaints.com**, 1999-2000

- Member of the founding team of a market research technology supporting the travel and hospitality industries.

## Skills

Go To Market, Fund Raising, Organizational Development, Product Management, Cat Herding

## Education

MBA, NYU Stern; BS, Southern CT State University; Stanford Continuing Studies

## When I'm not working

Learning to code, Walking dogs, Shoveling snow for dogs, Fishing without dogs, Reading from a seemingly endless stack of books.