

OVERVIEW

A finance and operations focused executive, with comprehensive experience in private-equity finance, corporate growth, operational systems implementation and operational improvement. Focused on finding logical and feasible solutions to challenging operational problems, while creating automated systems for ongoing operations monitoring and improvement. Vast systems experience, including extensive SaaS experience on both the user and provider sides, in addition to extensive web development experience.

EXPERIENCE**DIRECTOR - GARNER HEALTH, LLC - 2012-PRESENT**

Chief financial consultant, focusing on hospital operations and finance, revenue cycle management and related matters. Oversees turn key business office operations for hospitals and other health care providers. Oversees financial components of mergers and acquisitions, as well as serving as the business and lead strategic financial analyst for client hospitals and practices. Active participant in the firm's compliance work, specifically focused on building automated systems to help hospitals improve their revenue cycle, compliance programs, and a seamless blending of both.

- Multiple speaking engagements on Health Care Compliance and automated compliance monitoring.
- Constructed ground-up hospital financial models, including management dashboards and compliance tracking.
- Built and implemented census algorithms to accurately predict estimated costs throughout a hospital model.
- Put into service algorithms for valuing healthcare practices and hospitals.

CHIEF OPERATING OFFICER - BRAND TRUCK, LLC - 2014-PRESENT

Founded a new Food and Beverage Distribution company, specifically focused on the development and sales of new brands in the food and beverage space. The company's model is built around providing core manufacturing and distribution services to developing brands and in exchange building equity positions in those companies.

- Secured seed-stage financing within two days of founding the company.
- Secured the first two brands to be distributed within one week of the company's founding.
- Became the exclusive distributor to a historic New York brand previously only sold in the Green Market and Union Square Market.
- After the first month of operations, the company had over 300 bakeries, cafes, and grocery stores as customers.
- Responsible for building the entire operations, shipping, and accounting systems for the company, as well as building the company's several web properties and eCommerce websites.

CONSULTANT - COAST PLAZA DOCTORS HOSPITAL - 2010-2012

Hired to construct a hospital-wide financial modeling and tracking system from the ground up. This system was instrumental in the operational management of the hospital, and helped administrators to overhaul operations in preparation for a successful acquisition.

- Responsible for full system design, implementation, and update.
- Successfully reduced overcharge and undercharge occurrences by 50% in a span of 4 months.
- Created new dashboards for the hospital CEO and other administrators, who found the system to be 'invaluable'.
- Successfully assisted in the preparation of financial and operational documentation used in the sale of the hospital.

PARTNER - PROPEL FUNDING ACCELERATORS - 2008-2014

Founded and built a financial consulting firm tailoring to startups and young companies in California. Conducted financing operations for dozens of startups, as well as providing operational buildout and support for those companies. Personally responsible for firm's finance consulting activities from 2008-2011. Responsible for company's operational consulting activities from 2011-2014.

- Actively worked with over 30 startup and early stage companies in a six year span.
- Raised over \$15 million of seed stage capital in 12 companies in a 3 year span during a down market.

- Consistently been the largest earning partner in the firm.
- Helped to build the company's equity portfolio, with over 30% of equity companies already acquired.
- Constructed and Implemented Web Solutions for multiple clients operating e-commerce and SaaS models.
- Implemented Financial models and operational tracking systems in multiple client companies improving efficiency and financial awareness.
- Attracted over \$2 million in funding from Google on a project in 2012.

DIRECTOR OF PROTECTIVE APPAREL - WARWICK MILLS, INC - 2006-2008

Brought on to create and operate the new armor division within this company. This included hiring the full engineering and testing teams, developing the core technologies and I.P. for 5 product lines, and managing dozens of government and public contracts in the space.

- Created the most advanced line of flexible ballistic body armor, including a patent for bonded armor materials.
- Generated the Level IIIa armor with the lowest back-face deformation and highest v50 on the market.
- Co-oversaw the Dutch National Police contract for body armor.
- Produced Armor materials used in the United States Military MRAP programs.
- Co-managed elements of multiple classified armor programs for the United States Army.
- Grew the armor business to over 15 million in sales at the end of a 20 month tenure at the company.
- Oversaw corporate armor relations in South America and the Middle East, including extensive travel to those areas.

EDUCATION

BABSON COLLEGE - WELLESLEY MASSACHUSETTS

Graduated Cum Laude with a Bachelor's of Science in Business Administration. Was enrolled with a concentration in Finance, with a minor concentration in entrepreneurship.

SKILLS

- Fluent in Mac, PC, and Unix Operating Systems.
- Software Capabilities:
 - Office Suite: Word, Excel, Powerpoint, etc.
 - iWork Suite: Pages, Numbers, Keynote
 - Adobe Photoshop
 - Adobe Illustrator
 - Adobe Dreamweaver
 - Adobe After Effects
 - Adobe InDesign
 - Autodesk AutoCAD
 - Autodesk Inventor
 - ArcGIS ArcMap
- Language Capabilities:
 - Fluent in HTML (including HTML5)
 - Fluent in CSS
 - Fluent in Wordpress and PHP-based CMS's
 - Basic skills in Ruby and Ruby on Rails

PRO-BONO

NOT SO MUCH - DIRECTOR/TREASURER

Recently made director of NotSoMuch.org, an organization dedicated to preserving and improving our nation's healthcare system, and to encourage operational efficiency within hospitals and healthcare practices.

GROWING GREAT - VOLUNTEER

Helped to construct 501 c3 corporate strategy for Growing Great, an organization committed to raising children's food knowledge and awareness in public schools, and instilling healthy eating habits in young individuals. Also helped to overhaul the company's curriculum and web presence to better serve their community.

NATIONAL FOUNDATION FOR TEACHING ENTREPRENEURSHIP - MENTOR

This organization is dedicated to teaching students in public schools the foundational skills required to become an entrepreneur. Their curriculum encourages each student start their own business in order to learn basic skills related to sales, marketing and accounting. Helped to run fundraising campaigns for the organization while in college. Went on to mentor many NFTE students during their classroom programs.