

Business Foundation / Operational Strategy

We help startups, growing companies, and teams undergoing transformation build the operational structure they need to scale. We implement systems, processes, and tools that move organizations from reactive execution to repeatable, predictable performance.

Core Areas of Support

- Assessing business operations and delivering actionable recommendations
 - Building operational foundations for early-stage and scaling organizations
 - Designing cross-functional processes that support execution
 - Developing tools and systems that improve visibility and coordination
 - Establishing operating cadence (KPIs, planning cycles, reporting)
 - Aligning business and technical teams around shared priorities
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Relevant Experience

Startup & Early-Stage (Pre-Seed ISP Startup)

Orchestrated and personally executed construction of 300-unit pilot fiber optic network, overseeing field operations, contractors, system integration, and network monitoring. Implemented inventory management and tracking across sourcing, fulfillment, and activation, enabling real-time visibility. Developed delivery playbooks, governance, and backend systems to enable scalable execution.

Scaling Organization (Enterprise Technology / Energy & Utilities)

Drove key PMO initiatives of a 250-person, high-growth organization through IPO and acquisition by implementing company-wide processes and systems. Built P&L models for project profitability totaling \$150M annual revenue. Constructed visualization and supply chain planning tools for a \$200M hardware manufacturing business. Developed an Excel/SharePoint portfolio management tool that replaced \$500K third-party solutions and improved cross-functional visibility.

Mid-Sized SaaS Company (Healthcare / Benefits Platform)

Built a SaaS onboarding pipeline integrating customer and vendor touchpoints, supporting implementations across a platform serving 500K end users. Standardized integration methodology across API, SSO, and ETL pipelines for 50+ 3rd parties. Implemented JIRA and Confluence companywide to manage delivery, dependencies, and reporting.

Key Differentiators

Intuition to translate complex operational needs into practical solutions delivering strategic guidance and technical execution. Industry-agnostic, adaptable across business cultures and focused on tailoring structure in a myriad of environments.

