

GENERAL MANAGER | VENTURE BUILDER | NEW GROWTH EXECUTIVE

Catalyzing transformative growth and new value through strategic innovation and venture creation

With 20-years of experience, in incubating new businesses, fostering cross-functional leadership, and leveraging emerging technologies like AI, IOT, and cloud computing to deliver scalable, customer-centric solutions. Known for building high-performing teams and delivering over \$2B in top-line growth, I excel in de-risking ventures and leading them to market success, while maintaining transparency and integrity to ensure immediate impact and long-term value.

Core Competencies

Business Incubation | Thesis Creation & Derisking | Market Analysis & Foresight | Corporate Innovation | GenAI & AgenticAI
Customer-Centric Product Dev | Growth Portfolio Leadership | Cloud/Edge Computing | Financial & Capital ROI Mgmt.
Ecosystem Building | Risk Taking | Media/Video Distribution | Thought Leadership | Business Modeling | Scaling Ventures

Professional Achievements

- **Created \$2B+ in Top-line Revenue** by launching over 200 consumer and B2B products across cloud, AI, SaaS, media, and IoT, driving sustained growth through visionary product leadership and customer experience innovation.
- **Accelerated Generative AI Adoption**, first executive to deploy GenAI at Cox Communications, delivering a 30% reduction in care response times and a 20% boost in NPS, establishing a enterprise-wide model for AI transformation.
- **Recognized Industry Leader**, named to Atlanta Business Chronicle's 40 Under 40 for delivering breakthrough results.
- **Chairman, Atlanta Corporate Innovation Council**, Convened Fortune 500 innovation leaders to drive public-private partnerships, strengthen cross-sector collaboration, and champion inclusive growth across the Southeast region.
- **Founder & General Manager of \$1B+ Innovation Portfolio**, building multiple new ventures in XR, private networks, health tech, and connected environments—translating into scalable platforms and immersive guest-ready experiences.

Experience

Trilith Studios (Home to Marvel, DC, and Disney+) | Atlanta, Georgia

2024 – Present

Chief Business Officer (interim) & Fund Managing Director

- Architected and secured board approval for a new enterprise growth strategy, repositioning the business model and establishing a long-term roadmap for revenue expansion, capital deployment, and platform scale.
- Led commercialization strategy across content, experiences, and emerging distribution channels, designing new monetization pathways and audience growth opportunities.
- Built and launched Trilith Ventures Fund II, a \$40M investment platform focused on storytelling, creator infrastructure, immersive technology, and next-generation media ecosystems.
- Designed the operating model and growth framework across studio, real estate, and innovation assets to create a scalable entertainment platform with diversified revenue streams.

Cox Communications | Atlanta, Georgia

2015 – 2024

Vice President of New Growth & Development

2019 – 2024

- Directed growth strategy reducing reliance on core businesses, expanding the team from 6 to 124 professionals
- Architected and led the New Growth division, steering strategic diversification efforts that resulted in \$126M revenue and set the stage for \$600M ARR by 2034, including investments in AI-driven automation, generative AI (GenAI), and intelligent agent technologies.
- Partnered with C-suite executives to shape long-term corporate strategies and guide high-impact investments within emerging sectors; Healthcare, Cloud, Cleantech, VR/AR Gaming, Automotive, Spatial Media, and Business Services
- Founded and scaled six adjacent growth ventures from thesis creation through market validation, commercialization, and operating launch across IoT, healthcare, immersive experiences, and intelligent services.
- Architected and deployed advanced models such as GPT-3, LLaMa and BERT for customer service automation,



predictive maintenance, gaming products, and personalized content generation across new business lines

- Managed an annual innovation budget of ~\$42M in OpEx and \$20M in CapEx
- Collaborated with data scientists to fine-tune AI algorithms, optimize training pipelines using TensorFlow and PyTorch, for high-performance AI model training and inferencing.
- Identified, negotiated, and cultivated partnerships with external stakeholders, vendors, or tech start-ups, leading to the co-development of numerous products and services and expanding the company's market reach
- Managed ~\$250M in venture investments, achieving strategic diversification and partnerships for CCI
- Research & activated the Growth Strategy of new immersive experiences leveraging Virtual and Augmented Reality
- Utilized thorough market research while collaborating with data analytics teams to enhance customer understanding, optimize products, and uncover untapped opportunities
- Manage the divestiture and integration process, ensuring minimal disruption and optimizing financial outcomes

Executive Director of New Growth Strategy & Business Development

2017 – 2019

- Instrumental in defining strategic direction as well as identifying and capitalizing on new growth opportunities that enhanced the company's competitive position
- Drove adoption of innovative business models while managing a strategic portfolio that balanced risk and potential
 - Co-founded Cox's new IOT business with committed \$5M in revenue for its 1st year
 - Created 'Frontier Primer' perspectives in web3, metaverse, Edge Computing, and digital twins
- Implemented AI-powered propagation models, transforming vast amounts of customer data into actionable insights, enabling informed decision-making and targeted offerings
 - Driving a 15% increase in revenue from new services
- Spearheaded the creation and implementation of Cox's innovation theme process elevating focus area selection rigor
- Established pipeline rigor to actively monitor 100+ companies, oversaw early/advanced diligence on 40 active investment opportunities in IOT, advanced connectivity, and edge computing
- Managed commercial venture activity resulting in interest equity and warrants in strategic development partners

Senior Director of Product Development

2015 – 2016

- Overhauled strategic 4-year vision incorporating immersive media and interactive experiences for; Voice, Connected Home, Video, and Broadband products, fostering a culture of innovation & customer-centric development
- Led the integration and deployment of a next-generation IPTV platform equipped with AR/VR capabilities, with a strategic service provider hoping to jointly gain market share
 - Increasing customer engagement across 4M users with a \$125M budget
- Executed the Comcast and Cox agreement outlining licensing and engagement for a 10-year strategic partnership
- Engineered advanced recommendation algorithms for viewer preferences and generated personalized video suggestions. Leverage user behavior data and integrates AI models with the X1 streaming platform
- Developed a multi-product and multi-tenant integration approach to enable flexibility for change of functionality

Accenture Plc. | Atlanta, Georgia

2012 – 2015

CMT Product Design Practice Lead / Technical Account Lead

- Led strategic innovation initiatives and customer experience management across global markets, generating significant value through partnerships and new revenue streams. 80+ service providers and 150 resources
- Managed a \$60M P&L while driving strategic alignment with key industry trends
 - Boosted video solution annual revenues by \$8M in FY14 as the Atlantic region video practice lead
- Pioneered global partnerships with Apigee and Alcatel-Lucent, contributing over \$20M in annual revenue
- Directed all Accenture activities within tech division at Comcast, generating annual revenues of \$22M. Led the creation and buy in of 43 new product solutions
- Advised Comcast's Chief Strategy Officer on emerging wholesale opportunities, including the TWC acquisition
- Served as an agile product owner driving strategy and development alignment for rich communication suite, home network anywhere, VR/AR media, and video streaming

Cox Communications | Atlanta, Georgia

2009 – 2012

Senior Manager of Product Development

- Led the creation and certification of 21 wireless devices for new service rollout. Cut costs via an in-house testing unit
- Crafted requirements, improving collaboration, and drove QoS to notably boost service performance and reliability



Additional Experience

Kyocera Wireless | San Diego, California | Systems & Application Engineering
QUALCOMM | San Diego, California | Product Test Engineer

2005 – 2009

2004 – 2005

Education and Certifications

Bachelor of Arts in Political Science – San Diego State University, San Diego, California

Certified ScrumMaster® (CSM) | Product Manager (AIPMM) | Six Sigma Green Belt

Technical Skills: TensorFlow, PyTorch, Torch, LangChain, Hugging Face, OpenAI API, NVIDIA DGX, EC2, S3, Lambda, SageMaker, Salesforce, Oracle, Tableau, JSON, JIRA, Slack, Zoom, Monday.com, and Microsoft Office Suite