

Business Management Executive

Entrepreneurial-minded and visionary leader with strong expertise in devising strategic initiatives and driving business growth.

Well-versed in directing overall operations, devising business development strategies, implementing SaaS/Cloud/API modern solutions, building successful Fintech, Legaltech, and AI businesses, and growing/selling multiple businesses. Well-known for success in multiple industries from startups to mid-size and ability to successfully transition companies to areas of more profitable growth. Remarkable acumen for developing innovative solutions to gain success in market, securing funds, boosting sales, and increasing and retaining customer base. Excels at fostering a culture for innovation and overachievement, leading B2B software companies, forging C-suite relationships, and building revenue generating partnerships. Adept at recruiting, building, steering, and mentoring high-performing cross-functional leadership teams.

Areas of Expertise

- New Business Development
- Talent Acquisition & Retention
- Operations Management
- Team Building & Leadership
- Strategic Planning & Execution
- SaaS Platform Development
- Business Transformation
- Relationship Management
- International Market Penetration

Accomplishments

- Acquired and integrated small European software company and drove product sales from \$1M to >\$25M in 3 years
- Sourced Legaltech business for Growth Equity Fund and drove sales from \$3M to \$10M ARR within one year
- Founded first AI-powered mortgage tech platform, scaling to >200K loans per year and \$6M ARR in 2 years from first release
- Developed and introduced first eCommerce software testing platform, scaling public company from \$16M to \$60M in 3 years

Career Experience

Chief Executive Officer, GoDocs, Irvine, CA

2021 – Present

Direct overall operations, formulate long-term strategic plans, and identify growth opportunities to drive company's success. Managed development and support of SaaS platform for automated commercial loan documentation as Legal Fintech Leader. Driving strategy to overcome UPL, fee sharing, and attorney client privilege issues to grow ARR by more than \$4M and secure partnerships with lenders.

- Increased revenue from \$3M to \$10M ARR within year by implementing product and marketing strategies.
- Built ecosystem of law firm partners across 50 states, leveraging GoDocs platform to establish end-to-end loan closing solutions.

Founder/President, AI Foundry, Wakefield, MA

2015 – 2021

Established AI Fintech company and leveraged computer vision to arrange and extract information from financial documents for mortgage industry. Interviewed, hired, and mentored staff members to build capable and motivated team. Built offshore team to deliver vast annotated training data required for AI engine. Devised innovative GTM strategies to win several of largest US lenders.

- Designed AI Foundry SaaS solution that processed 200K loans annually and generated \$6M in ARR from 20 lenders.
- Developed and launched first AI-based document platform for mortgage processing.

Chief Executive Officer, Terascala, Avon, MA

2010 – 2015

Transformed company from proprietary storage platform to embedded software company by executing reseller/OEM channel strategy and strengthening strategic partnerships with industry leaders including Dell, EMC, and Netapp. Monitored industry trends and market

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conditions to identify opportunities and potential risks, and to build and maintain the high performance storage software lane for Terascala in a very dynamic storage industry.

- Grew partner channel sales of Terascala-powered storage systems to >\$25M
- Raised more than \$25M in Venture Capital led by Intel Capital

Additional Experience

Chairman, Deeplite.AI Toronto, Canada

- Brought on to be close advisor and mentor to CEO in fundraising efforts, strategic planning, and operations
- Supported company to raise \$5M seed funding round from leading US and Canada, fostered positive culture and alignment within management team, and help deliver successful exit to global semiconductor brand.

Chief Executive Officer, ManageSoft Boston, MA

- Accelerated company growth from \$8M to \$20M with 200+ employees on three continents and attained exit by selling to Thoma Bravo/Flexera Software.
- Devised GTM strategy and achieved success in securing wins at seven international banks in two years and increasing sales in Asia, Europe, and US.

Chief Executive Officer, Carbon Design Waltham, MA

- Enabled company to introduce EDA simulation product to market by closing \$20M in funding from Matrix Partners.
- Secured major chip clients, such as Intel, Sony, and Qualcomm.

Chief Executive Officer, Segue Software Lexington, MA

- Established public (NASDAQ) company as dominant provider of web application testing and development tools by driving growth from \$16M to \$60M through combination of three strategic acquisitions and organic expansion.
- Expanded business to employ 300 professionals with more than third situated in EMEA markets.

Chief Executive Officer, Triquest Design Mountain View, CA

- Achieved exit for EDA provider, Triquest Design, by selling to public company Summit Design after successfully launching product and securing initial wins with several large semiconductor customers.

Chief Revenue Officer, Quickturn Design Mountain View, CA

- One of the first 20 employees, built and led team of over 150 sales, marketing, and services employees, increased sales of proprietary hardware platform to successful IPO, and generated over \$90M in revenue in FY1995.
- Built sales in Japan and Europe to 50% of overall revenue

Education

BSEE, Computer Engineering
University of Rhode Island, Kingston, RI