

EXPERIENCE:

AM Ventures, Chicago, IL

August 2018 – Present

Co-Founder, Managing Partner

- Establish a business plan to thoughtfully execute a novel investment strategy as an active corporate venture partner investing in Architecture, Engineering, and Construction (AEC) technology startups
- Source and run due diligence on investment opportunity pipeline for a \$2m corporate venture fund
- Interview startup founders, evaluate their potential fit in our business plan, and build a business case around the viable opportunities
- Review financials and conduct the capital call & distribution of funds for deals ranging from \$100k-500k in Pre-seed, SEED, and Series A fundraising rounds
- Serve as the advocate and driver for innovation and adoption within ARCO/Murray as the corporate partner alongside AM Ventures
- Report on fund progress quarterly, interfacing regularly with founders and serving as a mentor and subject matter expert directly to them and their teams

ARCO Construction, Chicago, IL

May 2023 – Present

Vice President of Innovation

- Establish and execute the budget, hiring plan and strategy for the newly formed enterprise Innovation department
- Quantify the impact of business problems both quantitatively and qualitatively to help define the value of high priority opportunities
- Advocate for change and gain alignment across all executive teams and business units
- Create education and communication standards for associates to raise the level of understanding and engagement with the Innovation department
- Foster relationships with our customers and vendors to raise ARCO's reputation as a leader in the industry
- Research and test an extensive list of technologies and initiatives, constantly, and communicate results effectively

ARCO/Murray, Chicago, IL

August 2018 – May 2023

Director of Technology

- Invented the Innovation department roles and strategy, hired an 8 person team and led the innovation strategy for the ARCO/Murray enterprise
- Regularly interviewed associates, audited current business practices, and identified technological opportunity zones in the business
- Developed proposal standards for solutions to business problems that delivered measurable business value, were easy to integrate to other systems, and were as future proof as possible
- Served as a subject matter expert for business development opportunities, both presenting existing capabilities and helping to develop new technology offerings with current & prospective clients
- Provided strategic guidance on infrastructure and technology investments based on research and testing, in collaboration with the business's IT service provider

- Worked closely with IT services on enterprise application integrations and implementations

Centro, Chicago, IL

April 2018 – July 2018

Program Manager

- Developing new Operational Effectiveness program, focused on identifying the highest priority areas for increasing revenue or eliminating wasteful effort/spending through cross-departmental initiatives
- Created the Revenue Enablement program, revamping sales training company-wide to 130+ people, equipping the sales team with new education on our products and leading to 19x growth in contracted clients of a new product over the first 6 months post-training
- Working with executive leadership to establish a process of reviewing and periodic reporting on company performance to the executive team and company wide, resulting in renewed focus and reallocation of resources internally to both high performing and underperforming areas of the organization
- Identified and led the team to execute on a plan to overhaul our sales demo environment infrastructure, leading to an immediate savings of nearly \$20K / month

Centro, Chicago, IL

November 2015 – April 2018

Senior Project Manager

- Managed cross-functional technical teams to deliver valuable company products through efficient, quality engineered code, generating additional sales opportunities for our top products
- Managed data engineering projects for 7 teams, ranging from 2 - 15 people (Big Data, Data Science, Data Warehousing, Data Integrations, Data Support, Technology Partnerships, Data Availability)
- Collaborated daily with product managers, executive leadership, design, QA, and engineering to update progress and eliminate problems for people
- Served as a filter for engineering teams, responsible for understanding dependencies and priorities in order to determine what work is getting done, and when
- Provided guidance and insight to the tools and processes utilized across teams

closerlook, inc., Chicago, IL

December 2014 – November 2015

Interactive Technical Manager

- Worked directly with creative, account, and project management competencies to develop requirements and timelines for project work related to both internal and external projects
- Communicated constantly with project teams on progress and changes in project needs and timing through the duration of a project
- Managed 5-7 web application projects from the beginning of the project, through to QA, and finally to launch
- Managed a team of 10 developers direct-reports with varying skills and expertise to develop the web application projects in a timely and efficient manner

PROFESSIONAL ACTIVITIES AND EXPERIENCE:

Chicago Interactive Marketing Association (CIMA)

December 2015 – August 2018

President

- Oversee and manage all committees for the organization
- Plan, approve and monitor yearly budget for 12 committees across the organization
- Lead a team of 14 to plan and execute educational, social, and entrepreneurial programming for industry related content throughout the year

EDUCATION:

Northwestern University, Evanston, IL

September 2006 – June 2010

Bachelor of Arts in Communication Studies

Minor in Spanish

SKILLS, LANGUAGES, AND HOBBIES:

Software: JIRA, Confluence, Microsoft Office Suite, Adobe Photoshop, Wordpress, Drupal, Jive, Team Foundation Server, Trello, GitHub, Slack, Microsoft SSRS

Language: Proficient in Spanish, HTML/CSS, Python/Django, PostgreSQL, MySQL, Ruby on Rails (work in progress),

Hobbies: I am a self-trained full-stack developer, and host several websites on Heroku and DigitalOcean. I handle everything from development, server setup, and database administration. I also love baseball, and played on and coached an adult men's baseball league in the suburbs for ten years.