

Chief Executive Officer

Leading all aspects of products, sales, marketing, customer success, partnerships, and finance/P&L, while ensuring consistent attainment of the most challenging objectives and double-digit optimization with unequalled success.

Visionary leader with extensive experience across multiple venture start-ups, PE backed growth-stage companies and executive roles in Public companies. Growth driver with repeated success in formulating and implementing evidence-based marketing programs as well as customer engagement/retention strategies that deliver exponential brand growth, ensure solid presence across commercial markets, and increase customer satisfaction. Skilled in driving performance and alignment of the sales and marketing functions. Excel at guiding executive-level decision-making, nurturing trusted advisor relationships, and creating business plans for new corporate ventures. Talent for shaping business strategy, establishing high-performance teams, introducing best practices, nurturing long-lasting partnerships, implementing innovative change plans, improving services, balancing competing priorities, and minimizing risk. Core strength in aligning core business, revenue, and growth goals to enhance ROI with minimal cost.

Areas of Expertise

- Mergers & Acquisition
- Marketing Management
- Business Development
- KPI Setup & Management
- Project & Program Management
- Corporate Governance Framework
- Change Management
- Profit & Loss Accountability
- Strategic Partnerships
- Product Management
- Customer Success Management
- Cross-functional Team Leadership

Career Experience

Chief Executive Officer | Co-Founder | Partner, TEM Ventures (Dissolved) and TEM Capital (CEO through 2022), Irvine CA 2021 – Present

Oversee all aspects of product design, management, and marketing, while leveraging technology, tools, and operational knowledge. Facilitate data-driven corporate decisions in order to elevate the company's financial and operational performance.

- Successfully conducted research and identified a specific customer opportunity within the Fintech space.
- Established company from the ground up including initial company funding and financial syndication model.
- Engineered initial core concept and enabled homeowners to track, manage, improve, and access home equity as per specific needs.

Chief Revenue Officer, Veem, San Francisco, CA

2020 – 2021

Steered end-to-end customer-facing functions, including marketing, sales, revenue operations, and customer success to attain operational excellence and scalability.

- Architected robust strategy and drove the company's transition from an intermittent use case to managing the SMB users' full set of financial transactions including invoices and payments.
- Restructured the entire customer journey as well as rebuilt the sales and marketing organization in line with a broader strategy.

Chief Operating Officer | Founder, SpacelQ, San Francisco, CA (SpacelQ acquired by WeWork in 2019)

2016 – 2020

Built SpacelQ as a leading venture capital-backed workplace and real estate platform for mid-market and enterprise companies. Dealt with high-profile customers, including Slack, Facebook, Uber, Tesla, Nasdaq, and Lyft.

- Directed fundraising efforts and nurtured long-term relationships between the investors and the company.
- Expanded team size from 3 to 50 people and designed go-to-market plans to ensure business continuity, continuous brand awareness, and optimal market positioning.

- Triggered repeated revenue growth within the first two years by crafting/executing effective strategies and building strategic partnerships/alliances.
- Co-led successful acquisition and integration process to WeWork by delivering thought leadership.
- Grew revenue to \$10M annual run rate in 3 years

Chief Marketing | Revenue Officer, Credit.com | Progexion, Salt Lake City, UT | San Francisco, CA 2015 – 2016

Led overall team of 2,000 people with \$100M annual marketing budget for Private Equity backed company in Consumer Financial Services.

- Revamped the company's product strategy to a full suite of financial credit services for customers.
- Spearheaded all activities associated with sales, marketing, and product including expanding partnership and marketing channels.
- Enhanced top-line revenue from \$410M to ~\$500M within 2 years and increased EBITDA from \$85M to \$120M .

Chief Executive Officer, Viralheat | Cision (Viralheat acquired by Cision in 2015), San Francisco, CA 2012 – 2015

Drove revenue growth and new product direction through internal/external process improvements across multiple teams and functions. Facilitated funding and eventual acquisition efforts.

- Rationalized company strategy from freemium to enterprise B2B
- Established marketing and sales organization by delivering visionary leadership, vision, and direction for the sustainable company's future.
- Strategically planned and tactically implemented successful efforts to scale the business from <\$200K to over \$3M in less than two years.

Chief Marketing | Revenue | Product Officer, iContact, (iContact acquired by Vocus/Cision in 2012), San Francisco, CA 2010 – 2012

Aided with funding and headed acquisition efforts to meet set objectives.

- Revamped the company's product strategy from email marketing-centric to a full suite of marketing tools for SMB customers.
- Spearheaded all activities associated with sales, marketing, and product at iContact via VC funding rounds to the successful acquisition by Vocus in 2012.
- Enhanced top-line revenue from \$15M to ~\$50M within 2 years by devising and deploying go-to-market plans.

Additional Experience

Chief Marketing and Revenue Officer, Progexion

President/COO - Marketing Services Division, Lumen, Raleigh | Chapel Hill, NC

Managing Director | Vice President – Product and Marketing, Yahoo, San Francisco, CA | London, UK

Senior Director – Marketing, Intertrust, San Francisco, CA

Management Consultant, A.T. Kearney, San Francisco, CA

Education

Master of Business Administration, University of Virginia, Darden Graduate School of Business, Charlottesville, VA

Bachelor of Business Administration - Finance, and Marketing (Honors), University of Wisconsin, Madison, WI

Volunteer Experience

Board of Trustees, The Leukemia & Lymphoma Society

Board Member, Silicon Valley Technology Association