

Bespoke Search Group

COO/CFO

Experience

Series D, New York, NY

2021 - Present

Chief of Staff

- Spearheaded strategy and execution of \$125M Series D capital raise from institutional investors, family offices, and sovereign wealth funds during a historically challenging macro environment (Series D median deal size \$57M, -51% YoY)
- Stood up and led newly formed Program Management Office to solve operational challenges during hyper-growth period in revenue and headcount following \$325M Series C capital raise. Launched quarterly OKRs within first 90 days and streamlined decision-making processes, meetings & information flow across the Company
- Led evaluation and diligence for first-ever corporate acquisition
- Drove thought and process management leadership in strategic planning for resourcing, SG&A and change communications through a strategic pivot and 2 employee RIFs. Collaborated with CFO to set and drive annual operating plan and priorities
- Partnered with the CEO and CFO to build, drive and execute the strategic roadmap for the company's growth and value creation strategy. Led company-wide evaluation of M&A, growth opportunities and partnerships
- Managed and shaped all investor communications including Board-level discussions and investor updates & prospecting

Confidential, (ACQUIRED), New York, NY

2011 - 2021

Co-Founder / CEO

- Founded pioneering, data science-driven menswear subscription that generated \$100M revenue, achieved profitability and made the Inc 500 and Crain's Fast 50 lists of fastest-growing companies
- Launched national partnership with X, leveraging X technology platform to power a co-branded menswear service. Worked closely with X corporate development, merchandising, marketing and warehousing
- Recruited, managed and scaled multidisciplinary global team of over 100 engineers, data scientists, product managers, designers, marketers, stylists, inventory planners, finance, operations and customer service professionals
- Raised \$15M venture financing from seed to Series B. Managed all investor relations
- Built proprietary tech platform (AI recommendations, CRM platform) and efficiency tooling (LTV predictions, stylist-client matching algos) that enabled a single stylist to work with 1,600 clients per month and generate \$1 million sales/yr
- Successfully managed margins, unit economics and working capital dynamics to achieve positive operating cash flow
- Designed and implemented distributed workforce logistics. Set up legal, people and tax infrastructure to hire, manage and train an hourly remote workforce of >100 employees across 6 states
- Scaled e-commerce operations from packing boxes in an apartment to shipping & warehousing supply chain that processed and shipped millions of packages

Confidential, San Francisco, CA / New York, NY

2007 - 2010

Head of Business Development

- Increased distribution partnership revenues by 250% YoY for #2 online gaming portfolio with 35M+ active users.
- Launched X online advertising network

Confidential IB, Sydney, Australia / New York, NY

2003 - 2006

Investment Banking Senior Analyst – M&A and Corporate Finance / Global Energy and Utilities Group

HARVARD BUSINESS SCHOOL, Cambridge, MA

2001 - 2003

Research Assistant

Education

HARVARD UNIVERSITY, Cambridge, MA

- B.A. in Economics with honors. John Harvard Scholarship for academic distinction.

Activities / Interests

Father of two, proficient cloth diaperer and home-brew composter, certified scuba diver and avid San Antonio Spurs fan.