

Driving Growth Where Sales Meets Operations

In today's environment, organizations don't just need strong sales or efficient operations — they need both, working in sync.

That's where I come in.



Over the course of my career, I've led high-performance teams in both domains — building sales pipelines, driving enterprise growth, and then turning those wins into operational success stories. I've owned the full cycle: from pitching complex B2B deals to standing up delivery models that protect margins and ensure customer satisfaction.

This dual-track experience isn't common, but it's increasingly valuable.

When you've walked in both sales and operations shoes, you think differently. You understand that a successful contract is only the beginning, not the win. You know how to scope, price, and promise — but also how to build the back-end structures, people, and processes that keep those promises.

I've worked with global clients. Managed multimillion-dollar portfolios. Turned around underperforming business units. Introduced tech-enabled solutions. And built scalable teams from the ground up.

But more than anything, I've learned to connect dots across departments — to bridge ambition and execution, strategy and delivery.

In roles where growth is stalling, delivery is strained, or alignment is missing between what's being sold and what's being delivered — that's where I thrive.

Whether it's a scaling startup, a mature enterprise, or a transformation in progress, I bring a calm, commercial mindset to high-stakes challenges. I look at the numbers, the teams, and the structure — and I build what's missing.

If you're building, growing, or fixing — I can help you.

I'm open to executive leadership opportunities where sales and operations intersect — including roles like **Chief Operating Officer (COO), Vice President of Operations, or Director of Enterprise Growth**. Titles vary, but the goal is always the same: align strategy with execution and deliver measurable outcomes.

Let's talk if you're looking for:

- A growth leader who understands operations
- An operator who gets enterprise sales
- A steady hand during change or expansion
- Someone who rolls up their sleeves and delivers