

I am a serial entrepreneur who has taught experiential entrepreneurship and business principles for over 10 years. I inspire and educate entrepreneurs and students.

StrateSphere

10/15 – Present

Director, Venture Highway Line of Business

The Venture Highway LOB is focused on entrepreneurship education and commercialization in the USA and Saudi Arabia through curriculum, workshops, and for-credit courses on Lean Acceleration, Introduction to Entrepreneurship, and Entrepreneurial Finance. StrateSphere acquired Venture Highway in April 2016.

- Created and taught workshops on Lean Startup, Business Model Canvas, Customer Discovery and Entrepreneurial Finance in Jeddah, Saudi Arabia.
- Created and taught 10-day 3-credit hour course “Introduction to Entrepreneurship” course at Dar Al Hekma University. This is the highest rated course in the university’s history.
- Grew revenue over five times from 2016 to 2017 by introducing new products and services focusing on entrepreneurship, including new workshops, college courses, and curriculum.
- Wrote white paper and training session on teaching Lean Acceleration in the classroom for the National Association of Community Colleges for Entrepreneurship (NACCE).
- Project lead for building MBS College of Business and Entrepreneurship in Saudi Arabia.

Venture Highway

08/10 – 04/16

Co-Founder and CEO

Venture Highway created the first integrated learning system for entrepreneurship curriculum. It is used in college and high school classrooms across the USA.

- Collaborated with Dr. S. Michael Camp to create a fully online Lean Accelerator curriculum with a modified Business Model Canvas, assignments and content. This course was used in the initial I-Corps programs at the University of Michigan.
- Collaborated with other SME’s to create the following online curriculum, including relevant tools and assignments: Foundations of Entrepreneurship, Introduction to Entrepreneurship, Social Entrepreneurship, and Entrepreneurial Finance.
- Taught Lean Accelerator and Foundations of Entrepreneurship courses at Ohio State University and Columbus College of Art and Design.
- Assisted in three 10X Accelerator cohorts at Ohio State.
- Board Member of the Ohio State University Entrepreneurship Center.
- Guest speaker on entrepreneurship at USASBE, GCEC, AOM, and NACCE events.
- Completed Steve Blank LaunchPad course at Berkeley.

TechColumbus

09/07 – 08/10

Director, IT Commercialization

TechColumbus (now RevI Ventures) is a top ranked incubator, accelerator and early stage fund that supports high growth companies in the Columbus, Ohio region.

- Primary responsibility for finding, funding, mentoring, coaching, and incubating scalable, venturable IT companies in the Central Ohio region.
- Directly responsible for 18 companies being awarded more than \$3.7 Million.
- Founded the 1492 accelerator program.
- Lead multiple strategic planning events for technology companies.
- Advised over 100 companies on strategic growth and direction.
- Coached over 40 companies to create business plans and present to investors.

StrateSphere

11/06 – 09/07

Chief Operating Officer, Strategy Consultant

StrateSphere provides strategic management consulting to mid sized companies by designing and leading growth strategies.

- The first employee of StrateSphere.
- Responsible Executive on two major projects. One was a growth strategy for a \$3 Million company. The other was a specialized office complex that we created.
- Managed the internal activities, such as IT and HR. Responsible for technology direction including the internal network, Salesforce.com, Share Point, and Live Meeting.

Ohio Air National Guard, Columbus, Ohio

07/04-11/06

Program Manager, Mission Driven Mentoring (MDM) and Ohio ANG Human Resources Advisor, Chief Master Sergeant (E-9)

- Responsible for creating processes, training, and marketing materials for 88 individual mentoring and leadership programs throughout the USA.
- Negotiated software changes and created scopes of work for software upgrades.
- Wrote training classes for unit Program Coordinators and trained well over 200 people.
- Writer and Executive Producer for a 40 minute MDM training video.
- In my part time role, I reported directly to, and advised the Assistant Adjutant General for Air on Diversity and Mentoring issues and programs for the Ohio Air National Guard.
- Key leader within the Ohio Air National Guard and I serve on the Ohio National Guard Quality Improvement Boards for Diversity and Employer Outreach initiatives. These cover Army and Air initiatives.

Aurum IT, Columbus, Ohio

07/02-07/04

Co-Founder, Chief Operating Officer

*Aurum IT provided outsourced IT support to small and medium sized companies in the Columbus, Ohio vicinity. **The company was acquired in 2004.***

- This technology company was founded by my partner and I and was originally located in the Business Technology Center (Incubator) until we graduated.
- At our height, my team was responsible for 1,000 desktop customers at 8 clients and 15 locations. We handled all aspects of technology for our clients.
- Recruited, trained, and directed IT staff of 26, which included all levels of experience.

SubmitOrder, Lewis Center, Ohio

05/99-05/02

Director, Client Integration Services (CIS)

*Submitorder provided fulfillment and customer service functions for online and catalog retailers. **The company raised over \$300 MM in VC funding.***

- Original member of company startup team. Created the structure and mission of CIS.
- Grew group from 8 members to 32, which included Quality Assurance, Deployment Team, Project Management Office and Client Technology Teams.
- Directed the successful Integration of 14 major brands, including scope of services, ongoing support plans, leading tactical meetings and resolving major issues.
- Budget responsibility of over \$2MM

The Prometheus Group, New Albany, Ohio

11/97-05/99

Co-Founder, Partner and Director, Consulting Services

*The Prometheus Group provided IT consulting services to regional clients, including building and managing a community owned ISP. **The company was acquired in 1999.***

- Managed consultants and all consulting projects, including scope of services, contracts, invoices, resolving disputes and issues, including compensation and bonuses.
- The Prometheus Group was sold to Digital Storage and used as the technology portion of the SubmitOrder startup.

Military Work Experience

Sep 03-June 08 Ohio ANG, State Human Resources Advisor (Traditional ANG)
July 04-Nov 06 Program Manager, Mission Driven Mentoring (ADSW Tour)
Mar 01-Sep 03 Communications Superintendent, 121Communications Squadron (Traditional ANG)
Mar 97-Mar 01 Unit First Sergeant, 121Communications Squadron (Traditional ANG)
Dec 91-Mar 97 Comm Center Supervisor, 121Communications Squadron (Traditional ANG)
Apr 91-Dec 91 Inactive Ready Reserve
Apr 87-Apr 91 Communications Center Operator, Buechel AB, Germany
Jul 85-Apr 87 Data Center Operator, Grand Forks AFB, ND

Education

Summer 2007 Franklin University, Columbus, Ohio
Master of Business Administration, Strategy and Leadership Focus
Winter 2006 United States Air Force Chief Leadership Course (Mentor – in residence)
Winter 2005 United States Air Force Chief Leadership Course (Participant – in residence)
Winter 2005 ANG Chief Master Sergeant Executive Course
Winter 2004 Air National Guard Human Resource Advisor Course
Winter 2001 USAF Senior Noncommissioned Officer Academy (correspondence)
Spring 1997 USAF First Sergeant Academy (in-residence)
Winter 1995 USAF NCO Academy (correspondence)
Spring 1994 Ohio State University, Columbus, Ohio
Bachelor of Arts in German (International Business Focus), Honors Graduate
Spring 1991 City Colleges of Chicago, Germany Branch
Associate's degree in Liberal Arts, Honors Graduate
Winter 1985 NCO Preparatory Course (in residence)

Community Activities

- Board member for Columbus, Ohio Arthritis Foundation Office
- Current Chairman and long time member of the Classic Auto Show, which has raised over \$1 MM from 2010 to 2016.
- Raised over \$8,000 by creating a very special event highlighting bourbon and food for A Kid Again charity.
- Steering Committee member for The Promise Church, April 06 – April 08, and May 2012 to 2014
- Air Force Association Advisory Board member, September 01 – February 07, representing the Air National Guard and Technology
- Various events for the Ohio Air National Guard from 2003 - 2008, including Columbus Marathon assistance, incentive flights on KC-135 aircraft, and Martin Luther King Jr. Breakfast
- Committee member for the 1998 and 1999 Franklin County American Cancer Society Relay for Life fundraiser event. Grew number of teams and revenue generated by over 20%