

# David Brey

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## PROFILE SUMMARY

Results driven, collaborative leader with vast industry experience including: consumer packaged goods; spirits, food and beverage; heavy manufacturing; medical manufacturing; and product and technology startup ventures. Agent of change, growth, and strategic objective execution. Proven ability to come into an organization, understand current state operations and challenges, then establish effective organization and tactics resulting in momentum towards the ultimate business goals. Demonstrated strengths are: formation of high performing teams; holistic strategic planning; business process design/improvement; project management; and driving execution of business objectives. Excel as a leader and collaborator by leveraging data analysis and process improvement methodologies such as Lean and Six Sigma. Significant experience working with top-level leadership executives, board of directors, and functional area teams. Excellent interpersonal, leadership, and organizational skills and ability to thrive as part of an effective leadership team where complex problem-solving in the midst of ambiguity is key to success.

## WORK EXPERIENCE

### **Harrow Home Services, Fort Collins, CO and Chicago, IL (Nov 2017 - Current)**

#### *Founder and Operator*

- Built and operated a commercial and residential construction and building maintenance company with more than \$40,000 in revenue in first 2 months.
- Led every aspect of the revenue cycle including: sales/marketing; planning; budgeting; sourcing; construction; regulatory compliance; and back office functions.
- Established additional business lines as value add to clients that also support the core construction business. Service offerings include interior design, staging, and full-service property management for clients.
- Established lasting relationships with clients and trades

### **BLUE OCEAN ENTERPRISES, INC., Fort Collins, CO (Aug 2014 - Nov 2017)**

#### *Director, Business Strategy Execution, Old Elk Distillery, Jul 2016 - Nov 2017*

- Launched three new to world spirits brands in less than 12 months.
- Operationalized manufacturing facilities and created Sales and Operations Planning processes to ensure sustainable growth, moving the company from pre-revenue to \$10M+ yearly revenue run rate
- Planned sales markets expansion from Colorado only to more than 17 states.
- Grew sales volume at the unprecedented rate of 35% MoM on average, despite highly volatile market conditions and regulatory changes.
- Decreased MoM operational expenses by 15% through process improvements and organizational management strategies
- Oversaw facilities capacity planning and design for \$15M+ distillery facility and other operational facilities including production, warehousing, logistics, business offices, and consumer-facing facilities.

#### *Executive Director, Capital Championship, Jul 2015 - Jul 2016*

- Capital Championship is a prestigious, world-class entrepreneurial business tournament where the most innovative product and tech startups compete for the national championship title and \$250K+ in cash funding and development opportunities.
- Expanded operations to national scale, with events held in 6 cities, while reducing operational expenses by 33% YoY
- Recruited more than 300 applicant companies resulting in the selection of 40+ of the nation's top startups competing in Capital Championship
- Raised more than \$500K in operational funding through sponsorships in less than 4 months.
- Established key strategic partnerships with 15 top universities and several other entrepreneurial organizations to elevate the caliber of competitors.
- Organized, planned, and executed competition events with attendance of more than 4,800 live audience members- an increase of more than 10x YoY.
- Executed marketing campaigns using traditional media, social media, event activations, and other digital marketing strategies resulting in exponential growth in media impressions YoY. 2016 Finals event was featured as part of a CNBC piece on Millennial entrepreneurship.
- Established, curated, and oversaw delivery of the Blue Ocean Enterprises Mentoring Program for companies competing in Capital Championship

### *Client Relations Manager, Aug 2014 - Jul 2015*

- Successfully operationalized wood pellet manufacturing plant after previous ownership had several failed attempts
- Increased profitability across client business portfolio by more than 25% on average.
- Installed and managed ongoing strategic planning processes for all client companies.
- Oversaw capital contributions and operating efficiencies for the client portfolio.
- Managed working teams for more than a combined 13 transformational initiatives resulting in more than \$3M in net new revenue and cost savings.

### **OTTER PRODUCTS, LLC, Fort Collins, CO (May 2010 - Aug 2014)**

#### *Sr. Business Process Engineer, May 2012 - Aug 2014*

- Led Excess Inventory Management process improvement initiative resulting in \$30M+ in hard savings.
- Participated in successful acquisition and integration of LifeProof brand into Otter Products portfolio including all operational systems and processes.
- Launched improved product roadmap planning system designed to release new products in less time and more predictably.

#### *Process Engineer, May 2011 - May 2012*

- Designed and improve all Customer Service Call Center processes to scale from 10 agents to more than 200 agents.
- Led cross-functional process improvement initiatives
- Selected, installed, integrated CRM system including design and delivery of all user training.
- Leveraged Microsoft SharePoint for enterprise process and workflow management as functional subject matter expert.
- Designed training knowledge base and training content for key business processes including engineer change orders, color management, and inventory allocation.

#### *Business Process Technician, May 2010 - May 2011*

- Developed engineering change order management process and system resulting in more than 135 successful product iterations while in market.
- Created business process documentation management system and trained business users on documentation best practices.

### **PILGRIM'S PRIDE CORPORATION, Greeley, CO**

#### *Business Development Analyst, Feb 2009 - May 2010*

- Generate and maintain sales and production reports
- Support executive management through detailed and thorough sales analysis
- Maintain and enforce data integrity across critical business systems to ensure accurate decision making

### **NORTHERN COLORADO CREDIT UNION, Greeley, CO**

#### *Director Member, Board of Directors, May 2014 - Dec 2016*

- Oversight and governance of entire financial institution
- Review and approve executive management proposals for growth and expansion
- Oversee institution re-branding and modernization
- Evaluate and approve operations plans and budgets
- Ensure highest level of service to membership

## **EDUCATION**

### **UNIVERSITY OF NORTHERN COLORADO, Greeley, CO**

#### *B.S. Business Administration, Finance, May 2010*

- Graduated Cum Laude from Monfort College of Business
- Minors include Spanish and Vocal Music

## **ADDITIONAL SKILLS**

- New venture creation
- New product introduction
- Facilitation of large and small working teams
- Value stream and process mapping
- Data analysis and visualization
- Budget development

## **CREDENTIALS AND LICENSES**

- Lean and Six Sigma Black Belt
- Certified Paterson StratOp Facilitator
- CO Real Estate License