

ABOUT ME

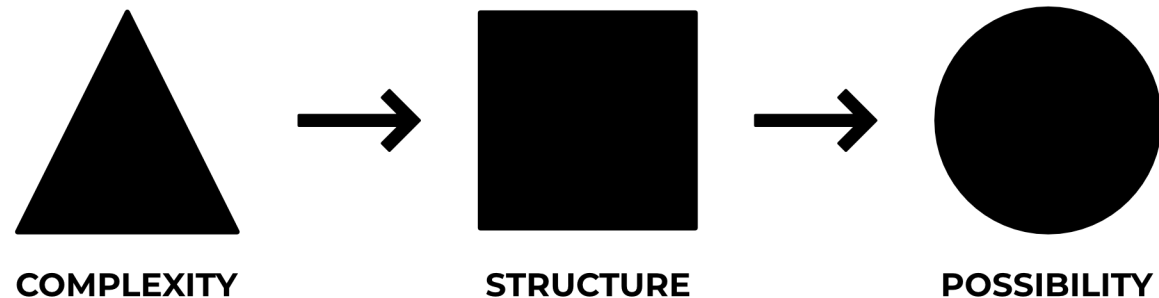


I've always been drawn to complexity. Whether I'm working through a difficult text, film, painting, or organizational problem, I'm interested in how the pieces relate to one another—and what becomes possible once those relationships are understood.

Organizations work the same way. People, processes, technology, resources and ideas may appear to be separate concerns, but they constantly shape one another. Much of my career has been spent understanding those connections, creating structure around them and helping organizations work with greater clarity, capacity and purpose.

That way of thinking extends beyond my work. I'm an artist and illustrator, and the same curiosity draws me to visual composition, materials and form: how individual elements interact, how structure creates coherence and how the right relationships can make the whole stronger than its parts.

I build organizational capacity so good people can spend more of their energy doing good work. I want to work somewhere effectiveness and values reinforce one another—where the organization succeeds because it is creating something meaningful, and where profit serves the mission, not the other way around.



I approach complexity by understanding the relationships within it, creating the structure it needs and expanding what the organization can achieve.



ORGANIZATIONAL ALIGNMENT

\$2M → \$16M

▲ COMPLEXITY

Garrett Parks and Play's growth exposed the limits of informal systems:

- Fragmented project information
- Difficulty tracking workflows
- Processes varied by person
- Siloed organizational knowledge

■ STRUCTURE

HubSpot

Project + cross-functional workflows

Procore

Construction + project management

Slack

Searchable internal communication

CORE

Auditable estimating + automation

SOP Library

Internal knowledge + processes

Finance / Risk Systems

Reporting, insurance + compliance

● POSSIBILITY

8×

revenue growth supported

90%

reduction in estimating time

400

projects managed annually

4 hrs/project

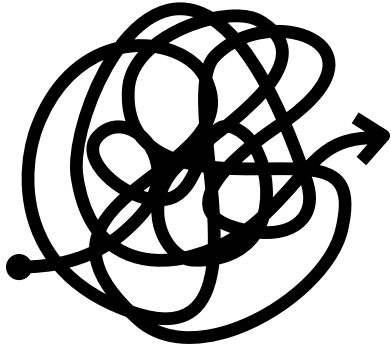
saved through automation



CORE

CENTRAL OPERATIONS + REVENUE ENGINE

▲ COMPLEXITY



Prior to **CORE**, each estimator kept private notes, each salesperson had markup preferences and freight and tax calculations were done by hand and project-by-project.

■ STRUCTURE



CORE integrated material takeoffs, vendor quote balancing, automated tax and freight calculations, proposal generation, purchasing and change events into a shared, auditable and secure file within the company's existing Google Workspace framework.

● POSSIBILITY

Usage of **CORE** resulted in:

90%
Reduction in estimating time

5
Daily users

\$73K
Pricing error that never recurred



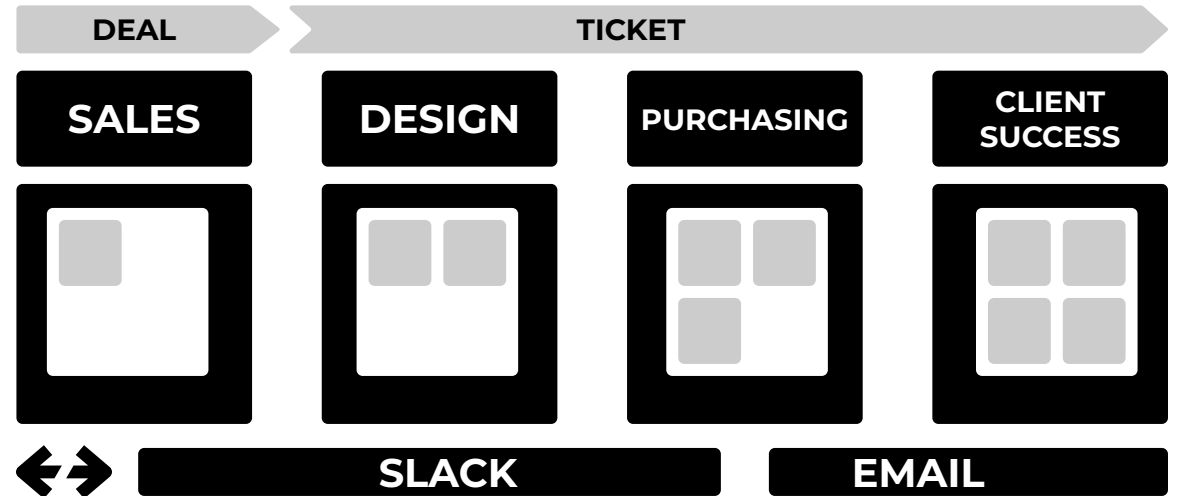
HUBSPOT

▲ COMPLEXITY



Hubspot made managing sales, clients and contact information easy but left estimators, purchasers and client success personnel in the dark about project progress.

■ STRUCTURE



● POSSIBILITY

Usage of HubSpot automations resulted in:

4 Hours

Average time saved per project

200-400

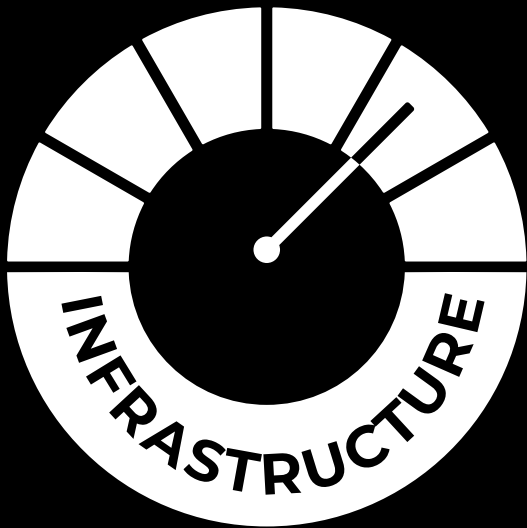
Increase in annual project volume



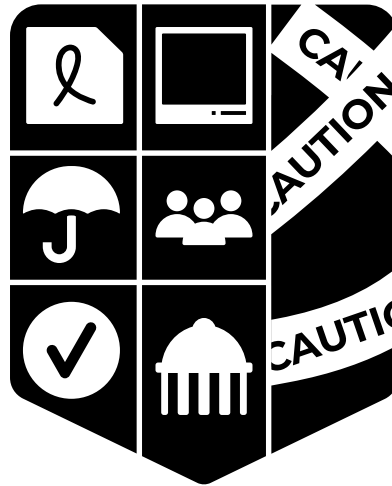
A RESILIENT FRAMEWORK

▲ COMPLEXITY

Scale creates exposure. I built the structures that allowed the organization to grow while managing the financial, contractual, technological and operational risks that came with it.



■ STRUCTURE



**RISK + CONTRACTS +
INSURANCE + SURETY +
TECHNOLOGY + SECURITY +
KNOWLEDGE + GOVERNANCE**

● POSSIBILITY

The organization felt comfortable pursuing larger, more complex work with stronger controls around financial, contractual, technological and operational risk.

100+
Surety bonds managed

10M+
Bonded project value

2
Significant cybersecurity incidents investigated + documented

0
Similar breaches among other employees after new safeguards and training were in place



LET'S BUILD BETTER



I'm looking for opportunities to help thoughtful organizations solve complex problems, build stronger systems and create more capacity for meaningful work.

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Location
Based in Salt Lake City, UT | Open to remote work and hybrid or on-site opportunities in the Salt Lake Valley.

