

DAVE BALTHAZAR

2757 Greenwich St, San Francisco, CA 94123
(484) 639 3473 ♦ dave.balthazar@gmail.com

Resourceful general manager with demonstrated success building business lines, developing go-to-market strategies, bringing new products to market, and driving customer success. Deep analytical skillset coupled with experience leading cross-functional teams and managing complex customer relationships.

KEY SKILLSETS

- **Strategic Leadership:** Experienced in new business line development, go-to-market strategy, and opportunity prioritization for established and emerging companies.
- **Project Management:** Guided complex cross-functional relationships across diverse constituencies, including senior clients and internal technical stakeholders.
- **Operations:** Built systems and optimized processes to support rapid, profitable scaling.
- **Finance & Analytics:** Skilled in SQL, financial modeling, and statistical analysis.

EXPERIENCE

Lovepop Cards

2017-2019

Venture-backed 3d greeting card startup on a mission to create 1 billion magical moments.

Director for B2B Division

- Built \$1m+ B2B business line from the ground up over 12 months. Managed P&L and was accountable for delivering on revenue and profitability goals. Developed and executed the go-to-market strategy while managing day-to-day business development, marketing, customer support, UX, product development, and operations.
- Identified, sold, and nurtured enterprise sales accounts, including several 10k+ employee businesses.
- Directed new product feature development, including small-batch card customization.
- Recruited, managed, and retained a global cross-functional team. Mentored each team member by developing individualized career plans that aligned their professional goals with business objectives.

Business Operations Manager

- Created Lovepop valuation model that supported \$12.5 in series A funding.
- Managed third party fulfillment and shipping relationships during 300% growth in volume for Lovepop.
- Improved Lovepop gross margin by 9% through a 10-vendor fulfillment RFP and shipping optimization.
- Led test for same-day delivery service to offer delivery in just several hours.

EY-Parthenon (Consultant, Senior Associate, Associate)

2013-2017

Global strategy consulting firm. Formerly The Parthenon Group, acquired to be EY's strategy practice in 2014.

- Solved complex business challenges for 60+ clients while serving as "anchor consultant" responsible for projects' most difficult and demanding pieces of work.
- Led yearlong internal initiative to grow utilization of India-based support team, involving two trips to India to train 30-person team on EY-Parthenon analytical tools.

EDUCATION

Duke University

2009-2013

B.A. Statistical Sciences, *summa cum laude*, distinction in statistics
Cumulative GPA: 3.96

OTHER SKILLS AND INTERESTS

Other Skills: SQL, Periscope, Close.io CRM, Mailchimp, Microsoft Suite, G Suite, Spanish (conversational)

Other Interests: Cooking, running, travel, soccer, raising a Terrier mix