

Andrew D Platt

Operations

I lead teams and coach champions-creating the operational processes, systems, and frameworks that allow companies to thrive.

COO on Demand

[Fractional COO](#) (Mar 2016-present)

- Delivered operational solutions for startup experiencing 45% revenue growth
- Created strategic growth plan for EdTech startup anticipating 5x scaling
- Defined and implemented OKR based employee evaluation system

Director of Operations

[Refereum](#) (Consulting Mar-Sept 2018)

- Created and supervised all business operations at a gaming/streaming startup
- Oversaw all aspects of HR during staff growth from 2 to 30
- Established overseas daughter company including formation, visas, and banking
- Located, leased, provisioned, and opened new office space

Chief Revenue Officer

[Occasions Caterers](#) (Consulting Apr-Sept 2017)

- Developed plan to meet 10% annual growth goal to \$44m revenue
- Established KPI evaluation system for sales assistant role
- Created analyzable dataset and identified performance shortfalls across teams
- Established formal review and evaluation process for sales support staff

Partner/Owner

[Atmosphere](#) (Promotion Apr 2012- Mar 2016)

- Doubled revenue over three-year period to \$8m
- Managed staff of 120, a fleet of 12 trucks, and a 25,000 sqft. warehouse.
- Increased profit by 15% by creating formal processes and structure
- Established recruiting, training, and retention systems to support 20% annual growth rate
- Improved supply chain planning and reduced equipment rental costs by 50%

Senior Account Executive

[Atmosphere](#) (Promotion Jan 2006- Apr 2012)

- Managed departmental P&L of \$3 million and supervised division of 50 staff
- Increased sales by 25% year over year, grew total book of business from \$400k to \$2.8mil
- Created talent development pipeline, mentored 11 staff members into management roles
- Increased output by 23% by successful reorganization of operations process
- Completed over 95% of project deliverables on-time, on-budget, and on-scope

Project Manager

[Atmosphere](#) (Jan 2002-Jan 2006)

- Led teams of up to 20 direct reports in fast-paced, deadline driven environment.
- Established standards and processes system for project team
- Delivered over 300 projects on time, in scope, and on budget
- Provided services at the White House, the Smithsonian Institution, and sensitive sites

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EDUCATION

M.B.A.

[Smith School of Business,](#)
[University of Maryland](#)

B.A. History & Politics

[Oberlin College](#)

PMP

[Project Management Institute](#)

VOLUNTEER WORK

Executive Director

[Nadia Sophie Seiler Fund](#)
(2015-Present)

Started and managed \$3mil charitable fund including creating charter, board, and management processes