

Experience

Folia Materials COO

Bedford, MA

[10-2022 – Present]

- Led day-to-day operations and growth strategies across engineering, materials, supply chain, testing, sales, HR, & facilities
- Developed relations with 10+ global, **\$XB** paper supply chain OEMs and CPGs in food packaging (ex: **Tyson, Solenis, Pixelle**)
- Co-led non-dilutive financing efforts that resulted in ~**\$1M** of closed funds, with an additional **\$3M+** soft circled
- Won multiple international awards – ex: **WEF** top innovator, **Suzano Ventures+Cycle Momentum** accelerator, **PUZZLE X** pitch

Sistine Solar

Somerville, MA

Exiting CTO, Employee #1, Board Member – *Previously: VP of Product, Lead Product Designer* – *Current: Strategic Advisor*

[09-2015 – 04-2023]

Product Development & Commercialization

- Lead inventor behind 4x patented SolarSkin® technology; the only product in solar to achieve any color, design, or pattern
- Led end-to-end R&D to achieve industry leading aesthetic efficiency (95%+ light transmission) while reducing cost by 90%
- Created new product strategy that **unlocked opportunities to double company's gross margin from 30% to 60%**
- Developed proprietary color algorithms and scalable platforms to deploy the tech in 25+ US states on 2MW+ projects
- Designed innovative product architecture and simulations that helped close projects for **Comcast, KIA, Microsoft**, and more

Corporate Strategy & Business Development

- Worked closely with CEO to design and execute 3-year growth plan that **helped company achieve profitability**
- Acted as **de-facto co-founder** and CEO confidant since 2018 to launch company's channel partner strategy which added 300+ new partners (40 of Top 100 in US) and **\$30 million in opportunities pipeline**
- Key member of executive team that won and managed grant funds from the US Department of Energy, Solar Energy & Technologies Office, and SBIR, while securing private capital from VCs and angels; investments totaling \$4M+

Brand Strategy & Digital Presence

- Worked with CEO and cross-functional partners to articulate new brand vision to relaunch SolarSkin as a premium offering
- Brand recognized as **"most innovative"** by leading industry publications such as Solar Power World and Solar Builder. Featured on Tier 1 publications such as The Washington Post, Vox Media, Fast Company, MIT News and more
- Led all digital efforts for the company including website, social media, and blog/content strategy. In 4 years, grew website traffic 50x, unlocked 60%+ inbound conversion rates, social media growth of 20x, and blog+video views totaling over 1M

Partner Management & Supply Chain Strategy

- Primary partnership manager with contract manufacturer, a Top 10 industry-leader with 150+ hubs in North America
- Managed relationships with National Renewable Energy Lab and global suppliers, leading to successful tech validation
- Designed and tested innovative exclusivity model with tiered pricing that added 30+ global partners in 60 days

Bandless Audio

Cambridge, MA

Co-Founder and CEO

[09-2014 – 06-2017]

- Developed truly wireless over-ear headphones, free of a headband, that snapped together for pocket-sized portability
- Co-led design iterations using CAD software to model, machine, and test core mechanisms; Led all supplier relationships
- Won MIT competitions and raised donations to fund seed capital; paused due to wireless tech limitation

MIT Media Lab Research Assistant

Cambridge, MA

Opera of the Future Research Group

[01-2016 – 06-2016]

- Rebuilt and designed a recording studio for academic head Professor Tod Machover, dubbed "America's most wired composer" by LA Times, used to help extend expression, learning, and health through innovations in music

ANOJ Entertainment

NJ, NY, PA, & MA

Co-Founder/President/Head DJ

[07-2012 – Present]

- Led a music entertainment and record label consultancy that organized live events and advised local venues
- Provided music production, art, and marketing services for artist growth, concerts, club environments, and weddings

Education

Massachusetts Institute of Technology

[09-2013 – 06-2017]

S.B. in Mechanical Engineering with Managerial Product Design & Development
and minor in Entrepreneurship and Innovation

Select Coursework: Electronics for Mechanical Systems, Design and Manufacturing II, Precision Product Design, Venture Engineering, Innovation Engineering, Law of Intellectual Property, Corporate Financial Accounting, New Enterprises

Leadership Roles:

MIT 2017 Ring Committee, Chair – *Highly selective committee; Achieved 95%+ class participation; \$3M+ in sale revenues; \$100K budget*
MIT 2017 Student Council, Secretary – *Organized, planned, and ran over a dozen senior class events with an operating budget of \$250K*

Strengths

Leadership: Product Strategy, Development, Launch, & Commercialization

Creative: Photoshop, Illustrator, Premiere Pro, After Effects, InDesign, Dimension, Blender, Vectorworks, Logic Pro, Machine, Traktor

Technologies: Solidworks, Microsoft Office, iWork, Sound Engineering, Sound Design, Live and Recorded Audio Mixing

Machining & Coding Languages: Lathes, Mills, Laser Cutter, Soldering, Python, HTML, CSS, Javascript, & more