

JOHN F. MARTIN
Operational/Financial Expert for Growth Companies

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Executive brought in by Board/CEO/Entrepreneur/Executive Director to create and implement the operational/financial foundations for growth companies (for-profit and non-profit). Led five technology-based companies and consulted for over 20 for-profit companies. Managed mergers of two non-profit and three for-profit organizations.

Bachelor of Management Science in Information Systems at MIT and a Master of Business Administration from Northwestern University's Kellogg School of Management. Multiple certificates from edX and Coursera.

Looking to work with companies/organizations and their leaders to help them grow intelligently by utilizing my proven leadership, operational, analytical and mentoring skills. Industry-agnostic.

FOR PROFIT EXPERIENCE

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| 2004-present | <p>JFM OPS Consulting, LLC (www.jfmops.com) Chicago, IL/New York, NY
<i>President</i></p> <ul style="list-style-type: none">• Working as an interim CEO with a medical device company that alerts caregivers upon a heart triggering issue. Developing business plan and assisting in initial fundraising round.• Worked as an interim CEO with an AI platform company that monitors elderly people living by themselves and provides alerts to caregivers upon determination that an action signals an issue. Helped company transition from R&D to operational/manufacturing focus.• Working with an energy company, which has raised \$40M recently, as interim Head of Finance to set up financial, accounting and operational policies and procedures• Worked with a smart-building technology company as interim CFO. Handled day to day financial and accounting activities.• Worked with a medical device company as it pivots from R&D to customer/manufacturing focused operations. Assisted in Series B fundraise.• Worked as an interim COO for an early-stage aquaculture company, handling all day to day financial, operational and HR activities.• Worked with founder of a “proof of concept stage” woman’s health style app to developed integrated financial forecast with product development plan. Finalized 5-year business plan.• Worked as an interim COO for an early-stage 3D manufacturing firm.• Partnered with an Executive Director of a national education-focused non-profit organization to recommend and implement organizational, financial and system changes to provide better transparency.• Worked as the interim COO for a profitable, growing agricultural technology platform company to handle forecasted, aggressive three-year growth targets by operationalizing and growing business functions.• Mentoring entrepreneurs to translate their concepts into businesses, such as Questily (www.questily.com).• Partnered with President and senior team of a profitable \$25M+ medical device manufacturing company to create increased capacity for rolling out 5 new product lines within 12 months.• Worked as the interim CFO for a profitable \$20M+ service company with 100 employees and contractors. Partnered with senior team to create and implement operational plan for 100% growth in 18 months.• Served as the interim CFO for a profitable \$10M+ service company with 60 employees and contractors.• Worked as the interim CFO for a \$15M international software technology company with 100 employees. |
| 2020-2021 | <p>AZUL 3D, INC (www.azul3d.com) Skokie, IL
<i>Chief Operating Officer</i></p> <p>Azul 3D is an early-stage Additive Manufacturing company focused on changing manufacturing.</p> <ul style="list-style-type: none">• Assisted in the closing of a \$10M Seed fundraising round. |
| 2017-2018 | <p>COUPONCABIN, LLC (www.couponcabin.com) Chicago, IL
<i>Chief Operating Officer</i></p> <p>Couponcabin is an e-commerce publisher providing coupon and cash back offerings to its member base.</p> <ul style="list-style-type: none">• Oversaw Finance/Accounting, Human Resources, Legal and Data Analytics. |

2006–2009	HNW, INC <i>Chief Financial Officer</i>	New York, NY
	<ul style="list-style-type: none"> Managed day-to-day financial and client service operations of 80-person company, while helping company become profitable, with revenues increasing from \$6M to \$14M in two years. Negotiated and closed \$3M venture debt to fund strategic initiatives. 	
2001–2004	MEDRIUM, INC <i>Chief Operating Officer</i>	San Francisco, CA/New York, NY
	<ul style="list-style-type: none"> Grew annual revenues to \$4 million from \$70,000 over three-year period, total P&L responsibility. Negotiated, acquired and integrated two medical billing service companies with over 70 employees. Led capital raising initiatives, resulting in \$13 million investment of private equity and debt. 	
1999–2001	SOLILOQUY, INC <i>Chief Operating Officer</i>	New York, NY
	<ul style="list-style-type: none"> Managed Client Service, Finance, Marketing and HR departments, growing headcount to 60 from 3. Raised \$10 million of private equity. 	
1999	DELOITTE CONSULTING	New York, NY
1995 – 1998	PRICEWATERHOUSECOOPERS (PwC), L.L.P.	New York, NY / Chicago, IL
1989 – 1993	CUC INTERNATIONAL, INC	Stamford, CT

NON-PROFIT EXPERIENCE

2018-2019	CIVIC CONSULTING ALLIANCE (www.ccachicago.org) <i>Pro Bono Consultant</i>	Chicago, IL
	CCA is a pro bono consulting firm that delivers public sector consulting work for Chicago, Cook County.	
2015–Present	WORKING IN THE SCHOOLS/WITS (www.witschicago.org) <i>Board Member, Board of Directors, Treasurer and Member, Executive Committee</i>	Chicago, IL
	WITS is a Chicago-based non-profit organization that promotes literacy and a love of learning in Chicago Public School elementary students through a volunteer-powered, outcomes-based portfolio of programs.	
2009–2015	BOUNDLESS READERS (www.boundlessreaders.org) <i>Chairperson, Board of Directors</i>	Chicago, IL
	Boundless Readers was a Chicago-based non-profit organization focused on literacy.	
	<ul style="list-style-type: none"> Helped drive a successful merger with another Chicago-based non-profit, Working in the Schools (WITS) 	
2018–Present	LOCAL SCHOOL COUNCIL (BELL AND LAKE VIEW SCHOOL) <i>Board Member</i>	Chicago, IL
2015-2017	FRIENDS OF BELL (BELL ELEMENTARY SCHOOL) <i>Board Member</i>	
2016–2020	GROWCOMMUNITY (www.growcommunitychicago.org) <i>School Ambassador</i>	Chicago, IL

EDUCATION

1993- 1995	KELLOGG SCHOOL OF MANAGEMENT (NORTHWESTERN UNIVERSITY) Evanston, IL	
	Master of Management degree, June 1995. Majors in management & strategy, finance and marketing.	
	<ul style="list-style-type: none"> Elected President, Graduate Management Association Executive Committee. 	
1985-1989	MASSACHUSETTS INSTITUTE OF TECHNOLOGY	Cambridge, MA
	Bachelor of Management Science degree, Information Systems major, Economics minor, May 1989.	
	<ul style="list-style-type: none"> Elected President, Delta Kappa Epsilon Fraternity and Executive member of the Intrafraternity Council. 	

CERTIFICATES

Scaling operations: Linking strategy and execution (Coursera)
edX Verified Certificate for Saving Schools Mini-Course 4, 3, 2: School Choice, Accountability.

OTHER DATA

Attempted to develop movie from non-fiction book option deal for “A Hope in the Unseen” by Ron Suskind. Managed the commercialization and produced first album of "The Fine Line", a popular Boston-based rock band. Interests include skiing, triathlons, on-line education classes and reading current non-fiction topics.