

JEROME MICHAEL MCLAUGHLIN

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EXECUTIVE SUMMARY: Highly adaptable business leader with unique ability to drive innovation, manage transformation, navigate high-stress environments, and optimize company performance. Adept at managing startups, scaling enterprise operations, and steering organizations through rapid growth periods and key transformational stages.

- **EXECUTIVE LEADERSHIP:** Start-up and enterprise leadership acumen cultivating productive and profitable businesses
- **STRATEGIC VISIONARY:** Adept at integrating innovative strategic planning with precise execution to maximize results
- **TRANSFORMATIONAL LEADER:** Capable of managing diverse individuals, groups, departments, and partners while increasing operational efficiency, maintaining competitive continuity, and raising overall levels of team morale
- **PERSUASIVE COMMUNICATOR:** High emotional intelligence (EQ) with extensive presentation capabilities and attentive, articulate, and nuanced communication skills

SUCCESSSES

- Founded and managed SaaS Customer Intelligence Company (Truis Corp.)
- Scaled INBOX Marketing acquired by Responsys Inc. (Sold to Oracle)
- Raised Series A venture capital - \$8.2M
- Launched four (4) companies across diverse industries
- Managed 50+ person Professional Services organizations
- Authorized federal security clearance from Dept of Defense
- Earned Masters of Fine Arts (MFA) degree
- Authored and self-published two (2) non-fiction books

SKILLS

- Business Strategy & Operations
- Organizational Leadership & Team Building
- P&L Management & Financial Oversight
- Customer Success & Retention Strategies
- Process Optimization & Scalability
- Enterprise & Startup Growth Strategy
- Cross-Functional Collaboration
- Product Development & Market Expansion
- Fundraising & Venture Capital Acquisition

WORK HISTORY

TOP SPIN TOYS LLC Founder - Owner

2023 - Present

Launched and managed a consumer product business, demonstrating full-spectrum business leadership from product design to social media marketing to multi-channel distribution.

- Designed, developed, and brought to market a patent-pending pet toy brand - Gitit MAX!
- Built sales channels across e-commerce platforms, retail partnerships, and direct-to-consumer sales.
- Managed all facets of operations, including manufacturing, marketing, and financial oversight.

X-NOMAD LLC Founder - Owner

2018 - 2023

Provided logistics management and operations consulting to the U.S. Department of Defense.

- Directed disparate organizations to execute complex supply chain operations across military divisions.
- Ensured compliance with federal regulations and maintained federal security clearance.

ORACLE/RESPONSYS INC. VP Professional Services / VP Services Solutions

2006 - 2013

Managed and scaled a 50+ person professional services division for a leading SaaS enterprise.

- Developed and executed customer success strategies, improving client retention and satisfaction.
- Collaborated with enterprise sales teams to design high-impact full service solutions.
- Contributed to a successful IPO (2011) and subsequent \$1.6 billion acquisition by Oracle (2014).

INBOX MARKETING INC. President / Co-founder

2002 - 2006

Led a strategic repositioning of a digital marketing firm, driving growth, and eventual acquisition.

- Expanded service offerings from email marketing to full-service digital marketing solutions.
- Grew revenue to \$2.5M and scaled the organization to 25 employees.
- Negotiated a successful sale to Responsys in 2006.

TRUIS CORP. CEO / Co-founder

1998 - 2001

Spearheaded the transformation of a consulting firm into a SaaS company, securing major venture capital investment.

- Raised \$8.25M in venture funding to build a customer intelligence platform.
- Drove revenue growth of 400% in 1999, 300% in 2000, and 100% in 2001.
- Led product innovation and market positioning, establishing the company as an industry leader.

EDUCATION

- UC Davis – Political Science (1989)
- Master of Fine Arts – PAFA (2016)

PHILANTHROPY

- Big Brothers-Big Sisters (1998 - 2001)
- Compassion International (2018 – Present)