

JEROME MICHAEL MCLAUGHLIN

jerome@jeromemichael.com | 415.999.2593 | Wimberley TX | www.jeromemichael.com

LINKEDIN: <https://www.linkedin.com/in/jeromemichaelmclaughlin/>

EXECUTIVE SUMMARY: Highly adaptable business leader with a unique ability to navigate diverse industries, drive innovation, manage challenging environments, and optimize company performance. Adept at managing startups, scaling enterprise operations, and steering organizations through rapid growth and pivotal transformational stages.

- **EXECUTIVE LEADERSHIP:** Enterprise and start-up 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

SUCCESSES

- Founded Truis Corp - SaaS Customer Intelligence Company – CRM
- Raised Venture Capital - \$8.2M
- Drove acquisition of INBOX Marketing by Responsys Inc. (Sold to Oracle)
- Launched four (4) companies in a range of diverse industries
- Managed 50+ person Professional Services organization
- Earned Masters of Fine Arts (MFA) degree
- Authored and self-published two (2) non-fiction books
- Remodeled home in Texas hill country

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)