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## SMALL BUSINESS ACQUISITION TARGET

I live in Gainesville, FL, with my wife and two children, and I am deeply invested in the local community. I am passionate about acquiring and operating a small business that supports my family, serves a real need, and provides meaningful employment to others.

With over a decade of experience in business analytics, operations, and strategic decision-making, I am seeking to acquire a stable, cash-flowing company with recurring revenue and predictable cash flows. Ideally, the business has been operating for 5+ years, is being sold by a retiring owner, and has a strong operational team in place. I am particularly interested in healthcare, manufacturing, and home services technology, but I remain open to a variety of industries with strong growth potential.



I will leverage cash, bank financing, and seller financing to structure this acquisition and apply my expertise in data-driven decision-making, process improvement, and leadership to optimize and scale the business. My background in financial modeling, operational efficiency, and market analysis allows me to assess businesses with a value-driven approach. I thrive in environments where I can identify inefficiencies, implement scalable solutions, and build high-performing teams to drive long-term success.

Beyond financial goals, I am committed to making a positive impact in my local community by fostering a workplace culture of growth and stability. By acquiring a small business, I aim to create opportunities, retain jobs, and contribute to economic development in Gainesville, FL.

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## EXPERIENCE

### **Axogen, Inc. (2018 - Present)**

- Lead data-driven decision-making through financial modeling, pricing strategy, and market analysis to optimize profitability.
- Work closely with executive leadership to identify revenue trends, operational inefficiencies, and business growth opportunities.
- Drive process automation and business intelligence initiatives, improving efficiency across commercial and operational teams.
- Collaborate cross-functionally with sales, marketing, and operations to support strategic initiatives and enhance financial performance.
- Provide key insights that support scalable, data-backed decision-making.



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### **RTI Surgical, Inc. (2009 - 2018)**

- Led business analytics and strategic planning initiatives to enhance operational efficiency and market positioning.
- Managed pricing strategies, revenue forecasting, and process optimization to drive profitability.
- Developed and implemented data visualization tools to improve corporate decision-making.

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### **COMMUNITY & EDUCATION**

- **Education:** Florida State University (B.S.), University of Florida (M.S.)
  - **Community Involvement:** Active in Gainesville's small business and professional community.
  - **Fitness Enthusiast:** Actively competes in extreme mud obstacle races, prioritizing endurance and strength challenges.
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