

JEREMY WRIGHT

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Executive with 25 years of success founding, building, and monetizing finance, technology, marketing, healthcare, and sales organizations. Keen ability to recognize market conditions and formulate innovative sales and marketing strategies that achieve high-ticket, high volume sales goals, capture market share, increase revenue, and improve processes. Dependable leader creating operational fluency that outpaces the competition through devoted, self-reliant, and scalable business teams. Recognized for having instincts for what will sell, being an inspirational entrepreneur, and possessing a deep understanding of what motivates people and controls relationships. Leads with credibility, courage, and integrity in all roles whether building a company, driving successful teams, launching brands, or selling one-on-one.

PROFESSIONAL EXPERIENCE:

DOCIUS BUSINESS CONSULTING

1/2019 - Present

Business consulting and private investment

Owner

- Señor Tequila's Restaurant Group

Chain of 9 Mexican restaurants serving authentic Mexican food under multiple brands.

Hired in 11/2018 to increase profit and organize internal processes. Reduced menu, created operational consistency, consolidated debt, restructured ownership and acquired financing for new market expansion. Increased revenues in 2019 by \$2.8M above 2018, with a profit increase of \$1.2M. In 2020, negotiated separation of partners and restaurants, spun business model to serve 'new normal', and acquired partial ownership of leading restaurant in 10/2020 as personal investment, but play no operational role. Quarterly and annual meeting attendance.

- FH Properties

Maryland based real estate investment firm.

Hired in 2/2019 to manage and expand FH's holdings. Evaluating investment opportunities and negotiated purchases for the partners. Visited property sites, met with seller/owner/operators, vetted opportunities, prepared informal prospectus, and represented FH's investments with banks, vendors, and operators on an ongoing basis. Grew holdings by \$28M in 1st 12 months.

- The Orenda Center of Wellness

Substance use disorder facility providing residential and outpatient rehabilitation services.

Hired in 10/2019 to take managing members from start-up to profitability, develop leadership, create operational structure, financial stability, and scale to goal. In a 9 month period led organization from \$150K in the RED each month, to a consistent \$325K in the BLACK each month. In same period, repaid over \$700K in investor capital contributions and negotiated a strategic partner equity deal at a \$3.9M valuation in month 11.

- The Surge Agency
Social media and marketing company serving the Food & Beverage and Entertainment industries.

Purchased majority share of business in 10/2018, restructured customer offering and internal business processes to deem the business scalable. Grew organization from 2 to 15 remote part-time employees, 31 monthly paying clients, and annual revenues of \$1.3M. Retained partial ownership but play no active operational role. Quarterly and annual meeting attendance.

US ANNUITY SERVICES

5/2015 - 2/2019

Purchaser of secure payment streams in exchange for discounted lump sums.

Owner

- Founded, raised funds, created policy; and recruited, hired and trained fulltime staff of 38 employees (sales, administrative, HR, research, IT, legal, finance and accounting).
- Acquired funding pools, negotiated bank lines, created strategic partnerships, managed outside counsel in 29 states, and led by example; all day every day.
- Fostered talent, assessed team for skill gaps and implemented training where necessary.
- Motivated employees through incentives and a shared sense of team ownership.
 - *Grew company from start-up to \$6M in revenue and \$1.3M in EBITDA within 18 months.*
 - *Took 20% of competitor market share in first year of existence.*
 - *Increased gross revenue 48% above goal in second year.*
 - *Negotiated equity event and sold company to competitor 11/2018.*

TELEMET AMERICA, INC.

1/2012 - 5/2015

Professional investment software platforms used by portfolio managers and universities.

Vice President of Sales – University Programs

- Organized and launched new line of business selling software to higher education.
- Player/Coach role with responsibility of full sales cycle from initial contact through close
- Prospected and presented to target decision makers: PhD's and Administrators
- Developed relationships with 300+ Presidents, Provosts, Deans and Department Chairs.
- Hired, trained and managed 3 Regional Sales Executives.
 - *Personally generated 160% of revenue goal within first 11 months.*
 - *Negotiated 'trigger controlled' renewals resulting in \$4M of reoccurring revenue.*

SENECA ONE FINANCE, INC.

6/2002 – 1/2012

Purchaser of secure payment streams in exchange for discounted lump sums.

Managing Director (3/2005 – 1/2012)

- Co-founded business with annual revenues of \$40M+, and EBITDA of \$9M+.
- Second employee hired, grew staff to over 75 full time employees.
- Utilized "multi-brand" direct mail strategy generating (\$100K/month) for 4 separate sales teams.
- Owned 2 business lines (Sales, Marketing, Processing, & Research), with \$33M goal.
 - *Re-engineered sales process increasing conversions/margin, yielding \$4M increase over goal.*
 - *Improved call-in to close ratio from 7.8/1 to 3.5/1 through success-based training.*
 - *Focused on high value clients, resulting in 30% margin increase annually.*
 - *Initiated break-through 'live loan' marketing concept, expanded target market by 20%.*

- *Met or exceeded goal every year - 168% of goal 2011 and 155% in 2008.*

Vice President of Sales (6/2002 - 3/2005)

- Closed the companies first \$1.75M in sales alone, and then hired, trained and led sales force until promotion to Managing Director in 2005.

BIGDOUGH.COM, INC.

3/2000 - 6/2002

Software allowing pre-IPO to mid-cap companies to market to buy-side portfolio managers.

Vice President of Sales - Public Companies (5/2001 – 6/2002)

- Promoted to develop highly polished sales team to sell into C-Level groups of public companies.
- Targeted any public company looking to gain the attention of analysts.
- Prospected, marketed, and presented to prospective clients via phone and web.
 - *130% of goal.*

Sales Executive (3/2000 – 5/2001)

- Recruited to sell into the buying influences of CEO's CFO's, and Investor Relations Officers.
 - *Sold 180% of annual target in first 8 months and promoted at the end of Q2 2001.*

STARPOWER, INC.

1/1998 - 3/2000

Pepco partnership with RCN. Competitor to Comcast (incumbent cable/internet provider in DC area.)

Vice President of Major Accounts (10/1998 – 3/2000)

- Sold fiber optic easement agreements into Multi-dwelling unit management companies.
- Hired, trained and managed team of 4 to open counties surrounding Washington DC.
 - *Success led to buildout rights for the next 5 years, resulting in company-wide downsizing with no need for new easements.*

Sales Executive (1/1998 – 10/1998)

- *Awarded National Salesperson of the Year - 286% of quota.*

EDUCATION:

University of Pennsylvania

The Wharton School

Executive MBA

Towson University – Baltimore, MD

Merrick School of Business

Bachelor of Science