

S. PHILLIP DILLARD II
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SUMMARY OF QUALIFICATIONS

- **Innovation Expert** – lead, train and coach innovators at startups, incubators/accelerators, corporations, universities and government agencies to develop innovation strategies and programs using a variety of methodologies
- **Problem Solver** – apply critical thinking and data analysis skills to deliver effective, high quality and creative solutions
- **Relationship Builder** – strong listening and empathy skills help initiate and build mutually beneficial relationships
- **Data Analyst** – leverage world class approaches for research, requirements development, customer development, spreadsheet analytics and insight extraction; skilled at finding and engaging experts across boundaries
- **Strategic Thinker** - examine quantitative and qualitative data patterns to uncover trends and evaluate options
- **Program Manager** - coordinate disparate teams and experts and guide a complex activity to achieve its goals
- **Customer Development Expert** - engage key stakeholders around a market opportunity to determine the real pains or aspirations that exist, and quantify the most important components of the value proposition of a solution
- **Business Development Expert** - clearly articulate an offer's value proposition and secure decision maker engagement
- **Ecosystem Builder** - adroitly engage experts in any industry to create a resource-rich coalition of willing partners

EXPERIENCE

Independent Consultant, San Francisco, CA

May 2019 – Current

Principal Consultant - Leading strategy, client services, project management and business development activities

- Global Minds Work Local – conduct experiments to incubate venture funded social enterprise startups
- Hacking for Local – launch and coordinate university courses applying Lean Launchpad to urban challenges
- 360 Lab – guide executives in business development, program development and community & event management
- Global Technology Symposium – craft conference agenda, organize team and manage speakers, judges and sponsors
- iLab Collective – engage global startups, investors and corporate innovators to facilitate bidirectional market entry

BMNT Partners, Palo Alto, CA

March 2017 – May 2019

Program Manager – Leadership of grassroots innovation programs with corporate and defense clients

- Developed, coordinated and led 12+ innovation programs and consulting projects that delivered solutions to clients (and the creation of 4+ new products) and revenue growth at the client
- Gathered requirements at 10+ client locations that clarified additional business development opportunities
- Led product strategy, market research and competitive analysis to quantify opportunities in CPG and Healthcare
- Supported Lean Innovation university programs at Stanford, UC Berkeley and Loyola

Lean Startup Company (Eric Ries' events, training and development company)

June 2015 - July 2017

Teaching Faculty - Led curriculum development for the corporate consulting business

- Built entrepreneurial innovation training, coaching and consulting content and materials for faculty use
- Customized and delivered content for 16+ training, coaching and consulting programs delivered globally

Accomplice (Formerly Fractal Sciences Inc.) San Francisco, CA

December 2013 – March 2015

Chief Financial Officer – Led finance and operations for a post Series A SAAS based marketing automation company

- Co-led the pursuit and close of over \$7M in Seed and Series A funding in 2014
- Built product management, design, and engineering coordination processes to accelerate product development

Mango Materials, Berkeley CA

2013 – 2015

Business Development Head – led market research, established new relationships and secured customer commitments

- Identified early customers and secured customer agreements that delivered \$750K in grant funding
- Documented over 10 product applications for taking the raw materials and converting them into useful products

Golden Gate University, San Francisco, CA

2011 –

2018

Adjunct Professor of Business – Taught MBA courses on management, negotiations and entrepreneurship

- Advised 150+ MBA students and 50+ entrepreneurs in classes, workshops and special events
- Advised Business School Dean on entrepreneurship program; assisted in securing a \$1M private grant

Green Cycle Wind Pacifica, San Francisco, CA

CEO – Drove product, market analysis, sales and fundraising for an energy efficiency device company 2011 - 2012

- Developed market entry strategy through customer development interviews
- Developed a product development process and technology roadmap for product and service delivery to customers

Charles Schwab & Company, San Francisco, CA

2008 – 2011

Managing Director (Promoted from Director), Schwab Strategy Group

- Managed company-wide annual project planning for 2 consecutive years allocating over \$225M
- Built, researched and managed metrics, technical and business requirements for 3 strategic partnerships
- Collaborated in 4 person team developing the innovation organization at the company

Diamond Management & Technology Consultants (Merged with PWC), Chicago, IL

Manager – led consulting projects on strategy, operations and technology implementation projects 2004 – 2008

- Led 30+ person team on a 9-month Business Process Redesign (BPR) of the country's largest group life seller
- Identified strategy, business requirements and business processes to launch a new wholesale insurance brokerage
- Developed and implemented a Market Entry and Sales Support Strategy for a \$60M division of a Global P&C Insurer

The Arpac Group (Automated Packaging Manufacturer), Chicago, IL

2001 – 2003

Director of Aftermarket Sales - Global P&L Manager of a \$10MM Parts, Service and Training Business

- Directed 30-person staff; led operations, sales and marketing plans; grew net sales by over 10% per quarter
- Analyzed, negotiated and closed the acquisition of 2 new machinery lines; conducted post-investment integration

United States Navy

Surface Warfare Officer / Department Head

- Certified Operational Propulsion Plant Engineer and Tactical Action Officer; Secret security clearance
- Served 2 tours of duty deployed to Persian Gulf and East Africa; earned 5 medals and commendations

EDUCATION

University of Chicago, Graduate School of Business, Chicago, IL

MBA - Finance, Accounting and Strategic Management

United States Naval Academy, Annapolis, MD

Bachelor of Science - General Science w/Minor in Spanish – Distinguished Language Scholar

VOLUNTEER EXPERIENCE - LEADING, SPEAKING, COACHING

- **Community Leadership:** Founding Member - Silicon Valley Blockchain Society; Philanthropic Advisor – EACH Foundation; Leadership San Francisco Class of 2013; Former Board President - Civicorps Oakland
- **Public Speaking:** 4 Lean Startup Conferences, 3 Tech-Inclusion Conference, South by Southwest, Patriot Boot Camp, Chicago Booth Business School, Golden Gate University, International Green Industry Hall of Fame, Fleet Week Veteran's Summit, National Business Network, Year Up, National Black MBA Association
- **Advisor/Mentor:** Stanford University Lean Launchpad Course (2 years), UC Berkeley Hacking for Local Course, Endeavor Global - Detroit, Bunker Labs, Visa Global Accelerator, Global Technology Symposium and Founder Institute