

Andrew Brümmer

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SUMMARY

I am a facilitator, CEO whisperer, and leadership multiplier. I extend CEO's and help them multiply themselves - reclaim their calendars. I am a sound business, product, operations, business finance soundboard - safe logic-bomb. My product is People. I am an extreme multiplier. I help identify and drive efficient and effective use of time and money, focusing on enabling making money. My mission is Founders & CEOs in getting their base cultures set and avoid the "lonely at the top" syndrome. I have a track-record of drawing commitment and action from the workforce at large and my direct teams. I am multi-faceted, am able to take on multiple complex problems, and draw people in through passion, inspiration and commitment to cause. My priority is to be an extension of the CEO.

Key Skills

Growth and efficiencies in fast-paced environments.	Trusted extension of the CEO – Company First.
Experience across business, technical, and operational functions.	Shared consciousness through respect and transparency
Bring people together to create greater impact.	Results-driven, resourceful individual.
Quickly adaptive to new situations.	Cross function multidimensional thinking.
Exceptional problem-solving and critical thinking.	Servant leader, nothing too big or too small.

Chief Operations Officer / Chief of Staff, LifeQ (4 years – total of 9 years @ LifeQ)

VP Global Business Services, LifeQ (2 years), **VP Global Operations**, LifeQ (3 years)

LifeQ connects the dots between behavior and aging - unlocking longevity for everyone. The leading independent provider of biometrics and health insights obtained from smartwatches and wearables.

Sales & Customer Experience	Strategy, investments, and finance
Sales & business development	Finance modeling, budgets, sales forecasting.
Conference planning, attendance, marketing	Containment of HR and operational costs
Creation of sales and sales-operations function	Support investor relations and multi-board actions
Creation of customer services & Account Management	Management of sales operations and reporting
Management of CRM, reporting & sales process	
People management	Business Operations
Coached 18 managers, culture, retention, exits.	Vendors: leasing, contracts, technology acquisitions
75% rolling FTE growth and 4 reductions.	Inter-country logistics, offices, and operations
Training, performance management and 360 review.	QA, QC, Data Lab, HR, IT, IP
Salary reviews, bonus strategy, job title changes	Brand, marketing, events, offices
Reduce floor level executive dependency	

Co-Founder | Sales & Operations, VeritEye (12 months)

Firearm safety training solution

Founder | CEO, Ardunan Services (11 years)

- Fractional COO, CoS, CRO services, Mentoring, and coaching

Mentor & Coach (Volunteer), (1 year)

- 1:1 for people in India, Iraq, Kenya, Botswana, Rwanda, Nigeria Bulgaria, Dominican Republic, USA, Canada
- Minority Startups with TiE Atlanta, Access Foundations, TechStarters (QWRBQL, inSIDEKconnect, EV Pristine)

Vice President BPM Strategy & Innovation, OpenText (5 Years)

World leader in Information Management, helping companies securely capture, govern and exchange information on a global scale.

Assisted in business and product strategy.	Customer solution innovation.
Business process optimization & technology specialist.	Program and project management.
Sales and pre-sales support and enablement.	Go-to-market analysis, pricing, & sales support

Vice President, Americas, ICCM (4 years)

An IT Service Management built on a business process optimization engine that brought ITIL to HR, finance, facilities, legal etc. ICCM was bought by OpenText.

Pivotal function in selling ICCM to OpenText	Client solution demonstrations
Assisted with product evolution and Go-To-Market	Business Process optimization projects
Sales and sales support of cold leads, RFQ, RFI, RFPs across Europe	

VP: Processes Improvement, Whitlock Infrastructure Solutions (6 years)

A technology consulting, outsource & support company focused on enablement and management of companies technology stack, and organizational process improvements in the IT Service Management (ITSM) domain.

Managed, coached, and implemented ITSM projects	Delivered ITSM based training
Organizational change and change simulations	Adopted BPM as an ITSM tool
Developed Go-To-Market approaches and pricing	Sales support for \$millions in new and existing deals

Additional work experiences not listed

Professional Associations

Fractionals United	Ballroom Bullpen	Vistage	SCORE	Year Up
Strategic Advisor Partners	COO Forum	Cerius Executives	TiE	TechStars

Personal Interests and Achievements

Woodwork, Christmas Lights (35,000 lights)	Bred and sold sea creatures
Kilimanjaro, mountain climbing	Youth group, missions, church leadership
Saltwater fish, Ballroom dancing	4x4-ing and Offroad Rescue
Relocated from SA to USA to UK to USA	