

STEPHANIE GEORGE, MBA

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- **Program Management**
- **Contract Negotiations**
- **Relationship Building**
- **Business Planning**
- **Business Operations**
- **Staff Training & Leadership**
- **Flexible Problem ID**
- **Data Analysis**
- **Financial Planning**

CAREER PROFILE

I am excellent at synthesizing and communicating unique strategies, prioritizing opportunities and dealing with unknowns in complex problems. I am often the go-to person when elaborate projects are in trouble.

Innovative and highly sought-after executive business expert, experienced in driving lucrative business processes and programs. Talented in building a new programs or companies from the ground up, as well as enhancing business processes in order to improve an existing corporation. Proven record of increasing the profile and value of companies. Expertise in acquiring funding from investors, loan programs and equity funds. Highly knowledgeable in business financials, contract negotiation, operations, and management. Skilled in analyzing and improving operational systems in constantly evolving environments.

PROFESSIONAL EXPERIENCE

THRIVE CONSULTING, Gainesville, FL

2004 to Present

Senior Consultant

Developed business, marketing and financial plans for small businesses. Developed contracts, marketing, operational systems for the business. Performed market research, detailed planning analysis for different financial scenarios and marketing plans for various business clients. Developed business plans in a many different industries including industrial equipment, consumer products, medical devices and software.

The following positions are highlights of several engagements through Thrive Consulting:

TAO CONNECT, INC, Gainesville, FL, 2014-2015

Interim CEO & President

Developed wide-ranging capital model, company strategic plan, presentations, pro forma capitalization table for investors. Directed technical team for development of the product platform enhancements. Hired team members and contractors for administration, technology development, client relations, and marketing. Raised over \$400,000 in funding for the company.

Key Accomplishments

- Boosted company valuation from \$1.2 million to \$4 million with investors.
- Closed equity funding over \$250,000 with friends and family; closed loan funding of \$144,000 with public sources.
- Presented company at the Florida Venture Forum Venture Capital Conference, January 2015
- Won the “Top Gun” at the 4th Annual Gainesville Area Innovation Network Investor Pitch Shootout, October 2014.

FLORIDA EXOTIC WOODS, LLC, Gainesville, FL, 2007-2008

Owner/Marketing & Business Development

Directed business positioning, restructuring efforts, and all operations.

Key Accomplishments

- Marketed and promoted the business from completely unknown to a nationally recognized brand within the niche industry of woodturning in the U.S. within 18 months.
- Established all of the outside relationships for the company with suppliers, service providers and customers.
- Realized full funding from operations within the first 12 months.

**EMERGENT GROWTH FUND, LLC & EMERGENT GROWTH FUND II, LLC,
Gainesville, FL, 2004-2008**

Fund Administrator

Emergent Growth Fund is a seed-stage venture capital fund that focuses on investment in high-growth companies. The focus for investment was on high technology, medical devices and biomedical inventions and on companies that were seeking their first rounds of funding outside of their founders.

Key Accomplishments

- Reviewed over 350 business plans, including financial projections.
- Assisted in the creation of the foundation documents for the Emergent Growth Fund, II and in soliciting membership in the second fund among qualified investors.

**FLORIDA INSTITUTE FOR THE COMMERCIALIZATION OF PUBLIC RESEARCH, Gainesville, FL,
2011-2014**

Funding Program Manager

Guided activities of due diligence contractors and assisted Florida Institute Entrepreneurs-in-Residence in identifying companies for investment opportunities. Created financial analysis tools for companies to create fundamental revenue models and cash flow spreadsheets. Developed an exceptionally useful educational tool for companies to model and estimate future equity dilution through four rounds of funding. Tracked and followed up with funded companies on a quarterly basis for compliance with the terms of the funding agreements.

Key Accomplishments:

- Between 2012 and 2014, finalized over \$8 million in closed funding through a loan program. Started funding through an approximately \$4.25 million equity fund.
- Responsible for more than 60 investor presentations to the Investor Advisory Board of the Florida Institute and completed funding on over 35 Florida-based companies.
- Worked in partnership with company CEOs and founders of seed- and early-stage innovation technology businesses to develop and refine their company business plans, investor pitches, strategies, revenue models, and fundamental investment terms.

DAIMONION DIAGNOSTICS, LLC, Gainesville, FL, 2001 – 2003

Vice President, Operations

Developed initial business plan, calculated financial projections, and created all operating documentation, presentations, and market research for high-profile biotech startup.

Key Accomplishments:

- Coordinated all aspects of business plan development, presentations, and other launch activities.
- Coordinated the preparation of a \$1.3M Broad Area Announcement grant proposal to the Department of Defense (DoD);
- Managed the creation and submission of three Small Business Innovation Research grant proposals – two to the DoD and one to the National Institutes of Health.

Network Infrastructure and Systems Administration, Gainesville, FL, 1985 - 2000***Various positions***

Designed, built and maintained multiprotocol network infrastructure (TCP/IP, IPX, AppleTalk) and administered multiple operating systems for enterprise-level software development and operational network server systems.

- Medical Manager, R&D, Alachua, FL, 1994 – 2000
- Shands Hospital, Gainesville, FL, 1992 – 1994
- University of Florida, Gainesville, FL, 1985 - 1992

EDUCATION AND TRAINING

Master of Business Administration, Entrepreneurship and Competitive Strategy
Bachelor of Science, Business Administration, Computer and Information Science
UNIVERSITY OF FLORIDA I Gainesville, Florida

CERTIFICATIONS

International Business Innovation Association
(formerly the “National Business Incubator Associatiion”)

Designated Facilitator: Lean Startup/Business Model Canvas Boot Camp for Entrepreneurship Programs

Designated Facilitator: Fundamentals of Raising Angel, Venture Capital and Crowdfunding Funds

COMMUNITY AND VOLUNTEER

eWITS Mentor, March 2014, My team placed 2nd
Innovation Gainesville, Investment Co-Chair, 2011 - 2013
Business Mentor, Starter Space, 2013 - 2014