

PATRICK DARSEY

I like to build companies that help people.

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REFERENCES

Casey North

VP, Operations at DoorDash

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"I have had the pleasure of knowing Patrick Darsey, both personally and professionally, for the last five years. In that time, I observed Patrick on a daily basis from August 2016 to August 2018 while he served as DoorDash's Regional General Manager (RGM) of Southern California and afterwards the Southeast. The position of RGM is a challenging one. Patrick was responsible for managing to a multi-million dollar P&L while leading a diverse team in balancing a complex and dynamic three-sided marketplace. His strong leadership skills, intellect, and work ethic allowed Patrick to excel in his role and made him a key member of our organization. Throughout his time as RGM, Patrick proved himself to be a decisive, proactive, and forward thinking leader. I relied heavily on Patrick's ability to operate independently despite the complexity associated with the position and the operating environment. He embraces any challenge with a 'can do' spirit and was one of the most detailed operators I've had the privilege of working alongside. I would highly recommend Patrick as his diverse and practical experience will be invaluable to any company fortunate enough to have him on their team."

Tim Houghton

Head of Expansion

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"Patrick reported to me when he was General Manager of our Northern California business, and is among the best people I have worked with professionally. He has an exceptional ability to drive outcomes, including turning around bad situations into positive ones. Patrick helped turn around a fledgling business and drive organizational improvements that translated directly to (significantly) improved profitability. This is aided by an inquisitiveness, attention to detail and structured thought process that enables him to quickly discover the root cause of problems and propose solutions, vs merely naming things that weren't going well. Patrick is also an adept and decisive people leader, who is not afraid to confront challenging organizational issues. This is rooted in the extremely strong ownership he displayed in everything he touched at Opendoor."

Ajay Mittal

VP, Operations at DoorDash

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"I had the pleasure of working with Patrick during his tenure at DoorDash. Patrick led our expansion and growth in Georgia and then took on the responsibility for the Los Angeles market. Patrick is someone who can assess a market opportunity and then also pivot to building an execution plan to bring a strategy to life. He has strong bias towards action and his desire to do his best and bring out the best around him increases the probability of success of the teams that he is part of or leads. I found Patrick to be very collaborative, helpful and strong thought partner. His teams always loved working for him and were motivated to go after difficult (but achievable goals) he set for them. I wish him success in his future endeavors."

David Major

CFO at World Bicycle Relief

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"It's rare that you come across stand out talent like Patrick. I had the pleasure of working with Patrick at World Bicycle Relief | Buffalo Bicycles, collaborating on several key project teams in Southern and East Africa. Patrick's ability to juggle multiple projects was unlike any I've seen before and made a dramatic difference in the productivity level of our team. No matter how tense a meeting, Patrick made sure everyone left with a smile. Patrick would be an asset to any team."

Amit Amora

Head of Pricing Operations at Opendoor

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"I worked with Patrick while he was leading our Sacramento operations. He demonstrated a high degree of creativity in problem solving as well as a scrappiness to find ways to get things done. He led teams through challenging times and was able to keep motivation high. Any company, especially early stage ones, would be lucky to have Patrick on their team."

** References above were taken directly from Patrick's LinkedIn page at <https://www.linkedin.com/in/patrickdarsey/>