

# Patrick Darsey

An experienced, customer-obsessed leader with a 10+ year history creating change both in Fortune 100 companies and in launching and scaling new teams, products, and markets in hyper-growth, low resourced start-ups. Currently living in Portugal with interest working in either the USA or internationally.

## EXPERIENCE

### **Opendoor** | San Francisco + Portland | *Launcher* → *General Manager*

SEP 2018 - OCT 2019

- Expanded the business' footprint into both Portland and Sacramento, hiring 30 team members and scaling each city to a \$250MM run rate in 12 months.
- Developed and executed our go-to-market strategy - including price range, fee, geo, repair strategy, and goals - through analyzing 3 yrs of transactions.
- Shipped a new sales framework for a struggling city, resulting in \$50M of resale revenue in 2 months - more than the previous 6 months combined.

### **DoorDash** | Atlanta + Los Angeles | *City Manager* → *Regional Director*

AUG 2015 - AUG 2018

- Launched and led the Southeast and Southwest regions, hiring 60 people across 15 markets, growing annual revenues from \$0 to \$300M+.
- Drove the region's annual business planning exercise; geographic expansion plans; competitive strategy; and driver, restaurant and customer operations.
- Responsible for creating a new organizational structure to best allow 300+ people to hit our growth targets while expanding our geographical footprint.
- Reduced our consumer fee to drive volume while simultaneously lowering our operating costs, resulting in 3 years of month-over-month gross profit growth.

### **World Bicycle Relief** | Nairobi | *Pricing Consultant* → *Regional Director*

JUL 2013 - JUL 2015

- Hired and led the Kenyan team while coordinating a multi-country ERP roll-out, creating an Audit arm, and training our Zambia-based finance team.
- Deployed a 2-year growth plan to maximize both revenues and net profits across the continent while managing day-to-day regional operations; included in this were both end-to-end pricing and headcount strategies.

### **Deloitte Consulting** | Atlanta | *Business Analyst* → *Consultant*

FEB 2010 - FEB 2012

- Benchmarked a \$450M healthcare client to improve their margins by \$20M.
- Optimized profitability for a \$2B top-line consumer goods retailer by analyzing tens of millions of transactions in order to derive the ideal pricing strategy.
- Modeled and implemented a new retail pricing strategy for a \$1.2B car parts client by attributing an entire year's P&L into each individual item sold.

Cascais, Portugal  
+351 910 656 269  
Chattanooga, TN, USA  
+1 229 513 8012  
patrick.darsey@gmail.com

## EDUCATION

**Georgia Tech:** BS in Industrial Engineering, highest honors

**Oxford University:** study abroad program, highest honors

**GMAT:** top 95th percentile

## SKILLS

**Technical:** SQL, Salesforce, Tableau, Amplitude, G Suite, Adobe, Mode, Looker

**Business Functions:** market ops, sales, recruiting, finance, accounting, product mgt, support, marketing, paid acquisition

**Entrepreneurship:** ran both a recruiting and a financial modeling company from 2012-13

## AWARDS

**Team Red:** 1 of 10 people required to interview and approve all new hires at DoorDash

**President:** elected to lead Deloitte's 65-person analyst and consultant community

**Greek Man of the Year:** awarded across all men at Georgia Tech

## INTERESTS

Bicycles, start-ups, rock climbing, social enterprises, photography