

PATRICK DARSEY

I like to build companies that help people.

+351-910-656-269

patrick.darsey@gmail.com

www.patrickdarsey.com

Cascais, Portugal

SUMMARY

An experienced, customer-obsessed leader with a 10+ year history scaling teams, products and markets in small startups and large corporations. Seeking a full-time position.

EXPERIENCE

General Manager & Expansion Lead - Northwest USA

Opendoor

2018 - 2019 Oregon, USA

- Hired and managed 30 team members to expand the business' footprint into both Portland and Sacramento; responsibilities included \$250M P&L ownership and competitive strategy.
- Developed and executed the go-to-market plan, including the operating geography, home price markup, consumer fees, and renovation guidelines.
- Shipped a new sales framework for a struggling market, resulting in \$50M of resale revenue in 2 months - more than the previous half year.

Regional Director - Southeast & Southwest USA

DoorDash

2015 - 2018 Georgia, USA

- Launched and led the Southeast and Southwest regions, hiring 60 people across 15 markets, growing annual revenues from \$0 to over \$300M.
- Drove the region's annual business planning exercise; city expansion plans; competitive strategy; and driver, restaurant and customer operations.
- Responsible for creating a new org structure for 300 team members to hit our growth and margin targets while expanding our geographical footprint.
- Output 3 years of month-over-month gross profit growth by developing and investing in operational efficiencies and consumer growth vehicles.

Regional Director - East Africa

World Bicycle Relief

2013 - 2015 Nairobi, Kenya

- Hired and led the Kenyan team while coordinating a multi-country ERP rollout, 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, including both end-to-end pricing and headcount strategies.

Business Consultant - Strategy & Operations

Deloitte Consulting

2010 - 2012 Georgia, USA

- Benchmarked a \$450M healthcare client to improve their margins by \$20M.
- Optimized profitability for a \$2B 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 to each individual item sold.

EDUCATION

BS in Industrial Engineering

Georgia Institute of Technology

2005 - 2009 Georgia, USA

SKILLS

Tools

SQL Chart.io + Mode + Looker

Google Suite Amplitude Adobe

Functions

Market Ops Sales Growth & Mktg

Customer Svc Recruiting Finance

ACHIEVEMENTS

Team Red

1 of 10 employees required to interview and approve all new DoorDash hires.

Class President

Elected by peers to lead Deloitte's 65 person analyst and consultant community.

PASSIONS

Sustainability

Helps run sustainability foundation.

Outdoors

Enjoys climbing, skiing and camping.

Animals

Organizes dog therapy at care homes.