

PATRICK DARSEY

Building companies that help people.

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Cascais, Lisbon, Portugal

SUMMARY

An experienced, customer-obsessed leader with a 10+ year history scaling new teams, products and markets in both startups and corporations. Currently living in Portugal seeking a full time, permanent position in New Zealand.

EXPERIENCE

General Manager - Northwest USA

Opendoor

2018 - 2019 Oregon, USA

www.opendoor.com

- 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 6 months combined.

General Manager - Southeast & Southwest USA

DoorDash

2015 - 2018 California, USA

www.doordash.com

- 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; geographic 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.

General Manager - East Africa

World Bicycle Relief

2013 - 2015 Nairobi, Kenya

www.worldbicyclerelief.org

- 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, including both end-to-end pricing and headcount strategies.

Business Consultant - Strategy & Ops

Deloitte Consulting

2010 - 2012 Georgia, USA

www.deloitte.com/consulting

- 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

Functions

Market Ops Sales Growth & Mktg

Customer Support Recruiting & Hiring

Finance & Accounting Product Mgt

Tools

SQL Google Suite Salesforce

Amplitude Office & Excel Mode

Adobe Mode Looker Chartio

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.

INTERESTS



Sustainability

Promotes through family foundation.



Outdoors

Enjoys climbing, hiking, skiing and cycling.



Animal Therapy

Organizes dog therapy at care homes.