

Summary

Natural puzzle solver, connecting early-stage ventures with relationships, resources and strategic support for growth. Background includes founder advisory work, partnership origination, VC and accelerator engagement, pilot and offtake development, and technical-product narrative building across climate tech, industrial carbon utilization, energy storage, conservation and nature-data ventures. Evolution: Sales & Marketing, Founder & Operator, Advisor & Connector. Experienced in translating emerging business models into commercially clear narratives for customers, partners and investors, with recent AI product management training supporting a growing focus on startup adoption of AI.

Startup partnerships & BD · founder advisory · VC & accelerator relationships · pilot & offtake origination · commercialization strategy · cross-functional GTM strategy · technical product storytelling · partnership ecosystem building · CRM familiarity & pipeline support · affinity for climate tech and nature data

Experience

Seed Signal Advisory

2023 - Present

Founder and Climate Commercialization Advisor, New York, NY

- Manage a portfolio of 6 early-stage climate and frontier-tech ventures through a structured advisory and connector model, effectively acting as a lightweight program for climate-aligned startups. This includes structured check-ins, opportunity tracking, and targeted introductions to investors, contributors, and corporate partners.
- Apply a repeatable ‘climate lens’ framework to client work using AI-built customizable templates for carbon footprint diagnostics, life-cycle assessment, materiality, climate/data monetization analysis, and opportunity mapping, then translate findings into commercialization and fundraising narratives.
- Leverage long-built networks across VCs, founders, operators, and specialists to support early product and market development, strategy, funding pathways, and initiate early partnership conversations.
 - Advise Catskill Mountain Keeper on sustainable advocacy, connect regional initiatives with state programs, advise on applied AI efficiency.
 - Assess and develop scope 3 offtake for Point Source Carbon, build their impact score and LCA mapping
 - Advise Willow 3D on sustainability analysis, carbon metric quantification, Connection to biodiversity monetization, Partnership development, and regional expansion.
 - Support Ray Systems on nature-data and climate-tech positioning; partnership research, strategic introductions, VC funding outreach.
 - Provide business development advisory to Firm Clean Power, including VC and accelerator strategy & introductions.
 - Advise Regenerate on business structure, fundraising strategy, client development and partnership introductions.

The Emissions Capture Company (ECCO)

2016 - 2024

Seed Investor, Board Director, New York, NY

Invested both seed capital and time. Originated host-site and product-offtake with a multinational food and beverage company, introduced three climate-focused VC investors, sourced leadership partnerships in legal counsel, CFO, and operator support. Developed commercialization narrative, investor story and partner messaging.

Tusk Trust

2016 - Present

Ambassador, New York, NY

Supported private fundraising, partnership coordination with senior board members, corporate relationship development, event planning and donor relationship engagement for an international conservation organization.

The Hyperloop Project 2017 - 2019

Sustainability Contributor, London, UK

Led sustainability team development, contributed to cross-functional sustainability and sourcing discussions, and collaborated with global contributors on strategies to reduce climate impact.

Elk Meadows Farms 2017 - 2025

Co-Founder & Head of Marketing & Sales, Pt Sanilac, MI

Converted dormant commercial crop farm to specialty Hops production, served customers in US & Canada, led marketing, sales, & customer messaging. Translated regenerative land-mgmt. to buyer-facing commercial value.

41 Wildcard 2016 - 2020

Co-Founder, London, UK

Built supplier and retail partnerships across Kenya, Morocco, and Cambodia for a mission-driven marketplace, managing cross-cultural partner communication, branding, and distributed supply relationships.

East London Juice Company 2013 - 2016

Co-Founder, London, UK

Built a health-food venture from the ground up across product development, sustainable sourcing, B2B and B2C sales, and customer growth, then executed a founder exit after establishing the business.

WhoIsGreen.com 2011 - 2013

Director of Business Development, Co-Founder New York, NY

Co-founded a consumer directory for sustainable products and services; led business development, partner recruitment, and early ecosystem-building in an emerging category.

PDI | Pfizer & Schering Plough 2006 – 2012

NYC District Trainer & Pharmaceutical Sales Representative, New York, NY

Ranked #2 nationally for growth-to-goal and trained a 14-person district team, building an early foundation in sales discipline, managed client portfolio engagement plan, business review, and adoption rate reporting, new account development, performance coaching, and communicated technical products in commercial terms.

OMD, Omnicom 2005 – 2006

Assistant Strategist, Agency Marketing & Advertising Accounts New York, NY

Contributed to a strategy pitch that secured a 5% budget increase (\$3.3 mil) in a single quarter, building early experience in data-informed messaging, client strategy, and opportunity development.

Education

Harvard University Extension School *Master of Liberal Arts*, Sustainability 2023 - 2025

Certificates: Greenhouse Gas Emissions Accounting, Corporate Sustainability and Innovation 2024, 2025

Competent Boards 2024 *Board of Directors Certificate*: Climate & Nature Designation 2024

Cambridge Judge Business School *Exec. Cert.*: Circular Economy & Sustainability Strategies 2023

Yale School of Management *Exec. Cert.*: Corporate Sustainability Mgmt.: Risk, Profit, Purpose 2022

University of Arizona *B.A.*, Business Communications & Media Arts | GPA 3.7 | Dean's List 2005

Relevant areas of knowledge

AI Product Management training (2026), Salesforce, Google Ads, Web Design & Campaign management

Application question:

Why anthropic:

I'm particularly drawn to Claude's steerability and its ability to be checked and guided throughout workflows. That is essential both for AI development and for the humans who ultimately own the outcome of every workflow and the system's evolution. In my work applying a climate lens to sensitive emerging technologies, I help founders turn fragile, complex early ideas into well-formed visions that can succeed and improve the planet. Working with Claude alongside the founders, I've seen how its checks and controls enable them to precisely shape what they produce and to learn from the process in real time. That kind of environment feels safe for sharing new ideas and connects directly to my instinct to support founders and plug them into the broader startup ecosystem.

For AI to reach its full potential in the startup world, founders need to be able to "share the dusty back corners" of their minds, half-formed musings, explore unsettling "what ifs," and ask for help with unfamiliar problems. They can only do this if they deeply trust the system. Claude is the only AI system I've used that feels built for that level of trust.

Finally, Anthropic's growing culture feels interdisciplinary and embracing. I'm not an engineer, but I thrive in environments where engineers, lawyers, designers, policy experts, and operators are all in the same conversation. I'm excited to work with these diverse teams to deliver the best possible solutions to founders. Joining Anthropic would allow me to combine my experience operating, building, and connecting the present startup ecosystem with a company that is architecting the AI environment where that ecosystem's future will increasingly live. I'd love to be part of that evolution.