

RELEVANT HIGHLIGHTS

Leadership:

- Adjunct Professor at U of M Ross
- INC Columnist on Tech Entrepreneurship
- Proven leadership in all aspects of business (Product, Sales, Marketing, etc)
- Track-record of high growth business development
- Excellence in forming Strategic Partnerships
- Thought Leader in CRM

Technology / Entrepreneurship:

- 15+ years in Tech Industry
- Successfully launched two Tech Companies
- 2017 EY Regional Entrepreneur of the Year Finalist
- INC 500 Fastest Growing Companies ('16, '17, '18)
- Accenture Management Consultant for Fortune 100 Companies

PROFESSIONAL EXPERIENCE

Managing Director and Adjunct Lecturer

Dec 2018 - Present

Michigan Ross Business +Tech

Ann Arbor, MI

- Co-founded Business+Tech initiative as a strategy to elevate business and tech across all of U of M
- FinTech Challenge: Launched first FinTech Challenge event covered 100% by sponsors and 200 students participated
- Tech Innovation Jam: Launched cross-campus competition bringing together over 200 students in year one from different disciplines.
- Tech Literacy Download: Launched 25 sessions covering all areas of tech and received over 2000 signups in first year
- FinTech Challenge: Launched first FinTech Challenge event covered 100% by sponsors and 200 students participated
- Content platform: Launched new CMS to be a platform to drive tech literacy across campus
- Newsletter: Launched newsletter that has over 2,000 subscribers in under 2 years
- Taught TO 302 - Operations Management. Advised action based learning (ABL) courses centered on tech startups.

Adjunct Lecturer - ENTR 390

2018

University of Michigan, Center for Entrepreneurship

Ann Arbor, MI

Teaching design of tech products

- Expanded class size by over 35%
- Attracted guest speakers from top local tech companies

CO-FOUNDER, CO-CEO

2013 - 2018

Torrent Consulting

Ann Arbor, MI

Responsible for Strategic Vision, Growth Plans and Business Development

- Developed growth strategy that led to five consecutive years of 100%+ revenue growth and recognized as one of the fastest growing US companies the last two years (2016: INC #164, 2017: INC #251).
- Grew Revenues from 0 to \$7.5M in 4 years with no external funding.
- Launched successfully 4 US Regional offices in Ann Arbor, MI; Charlotte, NC; Washington, DC; Springfield, MO in under 3 years.
- Launched an international office in Guatemala to prove out a social business model. Torrent is one of the first US tech companies to establish themselves in Guatemala.
- Established strategic partnership with Salesforce that led Torrent to being recognized as one of their Top 50 global system integrators, along with companies like Accenture, Deloitte, PwC, etc.
- Developed and mobilized an innovative organizational structure for customer facing teams using lean and supply chain management principles.
- Developed and successfully executed on 5 year vision from 2 employees to 75.
- Built the business development function and strategy that has led to the acquisition of over 500 new clients in the last 5 years.

HEALTHCARE PRODUCT MANAGER

2007 - 2013

Truven Health Analytics (IBM Company)

Ann Arbor, MI

Responsible for maintenance and enhancements for company's flagship products

Philip G. Brabbs

621 W. Hoover Ave
Arbor, MI 48103

734-882-9689
pbrabbs@umich.edu

- Managed 5 successful annual product launches to core product which included both enhancements to existing product and new product rollouts.
- Established a lean and streamlined process for responding and servicing bug fixes by pushing towards a standard monthly release which cut down response time by approximately 50%.
- Managed all the release highlights, notes and launch communications across 8 departments.
- Managed the maintenance and release of the healthcare benchmarks product.

CO-FOUNDER, CEO

ScoutForce.com

2009 - 2012
Ann Arbor, MI

Responsible the technology vision, business development and investor relations

- Secured \$450,000 of Angel investments that lead to developing a business development that scaled revenues 1500% and grew the customer base from 30 to 300 customers all in under 12 months.
- Developed first ever Software-as-a-Service (SaaS) platform for the sports industry.
- Mobilized outsourced development team to launch minimal viable product (MVP) for under \$15,000.
- Established strategic partnerships with college sports teams associations (e.g., NSCA, CSCAA) which led to a direct channel opportunity to all prospects for their respective sports.
- Company was successfully acquired in January, 2018.

MANAGEMENT CONSULTANT

Accenture

2004 - 2007
Charlotte, NC

Responsible for enterprise technology implementations at Fortune 100 companies

- Designed and launched the #1 Rated Online Banking Platform for a Top 5 bank.
- Led and managed million dollar initiatives to innovate the customer relationship management for a Fortune 100 Financial Institution.
- Led development of the corporate mitigation strategy and impact assessment of transferring users to the new system.
- Developed and executed the migration strategy of 2 million active online banking users and the deletion of 1 Million inactive users with no customer complaints.

AWARDS & RECOGNITION

2017 EY Entrepreneur of the Year Finalist

2017 db Business Journal 40 Under 40

INC #164 (2016) and INC #240 (2017) Fastest Growing Company in the US

2017 50 Michigan Small Businesses to Watch

Charlotte Business Journal #4 Best Places to Work (2016, 2017)

SPARK Fast Track Award 2016 & 2017

RELEVANT SKILL SETS

- Strategy Planning & Execution
- Partnerships
- Business Development
- Thought Leadership (Speaking & Writing)
- Teaching

STRENGTHS (CLIFTON):

- Strategic
 - Futuristic
 - Activator
 - Includer
 - Belief
-

Philip G. Brabbs

621 W. Hoover Ave
Arbor, MI 48103

734-882-9689
pbrabbs@umich.edu

RECENT NEWS AND ARTICLES

The Ann Magazine - [First down and tech to go \(read article\)](#)

Charlotte Business Journal: [Torrent Consulting is putting tech to work for midsized companies \(read article\)](#)

INC.com: How Building 1 Keystone Habit Can Transform Your Life - [Read Article](#)

INC.com: The Top Investor Every Company Should Go After Immediately (It's Not Who You Think) - [Read Article](#)

INC.com: The 1 Thing Any Leader Who Cares About Work-Life Balance Needs to Know - [Read Article](#)

INC.com: This 1 Interview Question Will Tell You Everything You Need to Know About a Candidate - [Read Article](#)

INC.com: 9 Practical Steps to Restore Empathy in the Workplace - [Read Article](#)

EDUCATION

Bachelor of Science, Industrial & Operations Engineering
University of Michigan; Ann Arbor, Michigan

MISCELLANEOUS

2 Year Letterman, Michigan Football
10 Years coaching Youth Sports
Fund Raised over \$100K for UM Rogel Cancer Center