

Darshan Amin

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WORK EXPERIENCE

The Kerrington Co.

General Manager

Fort Worth, TX

Apr. '24 – Present

- Spearheaded operational revitalization efforts, resulting in a 20% increase in customer satisfaction and a 10% boost in repeat business, showcasing a commitment to building a well-oiled business.
- Leveraged data analytics to identify key performance indicators (KPIs) and implement data-driven decision-making, showcasing proven quantitative finance skills with strong financial modeling and metrics competencies.
- Executed the full lifecycle of a new venture, from concept to market, showcasing the ability to manage ad-hoc projects and drive them to a successful outcome.

Posh AI

Founding Operations Associate (Deputy Chief of Staff)

Boston, MA

May '21 – Mar. '24

- Served as a trusted advisor to executive leadership (CEO, CTO, SVP Ops, SVP Finance), providing strategic guidance and operational support to drive key business initiatives.
- Reduced operational costs by 15% through process optimization and streamlined people operations, enabling a 25% increase in team productivity while scaling operations, aligning with the need to optimize the organization for growth.
- Led cross-functional teams to implement a cloud-based billing system, accelerating cash collection by 15% and achieving 95% accuracy in billing, resulting in a \$2 million increase in annual recurring revenue, showcasing experience in managing spending and monitoring cash burn.
- Developed and delivered executive-level presentations for internal and external audiences, demonstrating exceptional communication skills and the ability to prepare executive summary presentations.

Life Print Studio

Founder

Frisco, TX

Jun. '20 – Dec. '21

- Successfully bootstrapped a design agency, achieving \$60k in revenue within eight months, demonstrating a keen understanding of financial management and the ability to optimize resources for growth.
- Streamlined agency operations by implementing efficient workflows and project management tools, improving operational efficiency by 35% and increasing project profitability by 15%.
- Successfully exited the design agency through a strategic acquisition, demonstrating the ability to communicate.

VOLUNTEER EXPERIENCE

National APIDA Panhellenic Association

Board Member – Vice Chair of Finance

Remote

Jan. '23 – Present

Delta Epsilon Psi Fraternity, Inc.

National Executive Vice President & Chief Operating Officer

Remote

Aug. '22 – Present

National Vice President of Communications

Aug. '21 – Aug. '22

National Director of Marketing

Aug. '20 – Aug. '21

AFFILIATIONS

Operators Guild Next (OG Next)

Ask a Chief of Staff

Chief of Staff Network

Jun. '24 – Present

Mar. '24 – Present

Oct. '23 – Present

EDUCATION & CERTIFICATIONS

Scaled Agile, Inc.

Certified SAFe® 6 Scrum Master

Virtual

May '24

University of Texas at Dallas

Bachelor of Arts in Business

Richardson, TX

May '20

CORE COMPETENCIES

Operations Management, Process Optimization, Data Analysis & Reporting, Financial Management, Cross-functional Team Leadership, Strategic Planning, Problem-Solving, Project Management, People Operations, Business Operations, Financial Modeling & Analysis