

Professional Experience**Elite Personal Chefs (Co-Founder)**

The first workers-owned hospitality marketplace.

Chief Operating Officer

January 2024-January 2025

- Led the company to its best and first profitable quarter, following the three best quarters of all time for the company.
- Ran Project and Product Management for company using a blend of methodologies (Shape Up, Agile, Stage Gate) through ClickUp and Basecamp.
- Drove a 37%+ increase in YoY Revenue (to a total of \$1.5M in Gross Market Value), including an 85.59% increase in recurring revenue and a 5.52% increase in non-recurring revenue.
- Drove consistency and data accuracy and fidelity by migrating our CRM into HubSpot and expansion into Sales, Marketing, Service, and Operations Hubs, including transfer and expansion of automation workflows.
- Cleaned, verified, and analyzed 3 years' worth of financial and customer data and the creation of a new tracking system and procedures to ensure future data fidelity and usability.
- Took over management of Google Ads - Increased paid leads (WoW) for recurring revenue work by 33.33%.
- Took over the management of the marketing website halfway through the year and optimized customer flow through analytics.
- 88% increase in organic leads (WoW).
- Collaborated with Lead Engineer to create a WebApp designed to increase sales velocity and reduce errors in invoice management.
- Reduced SaaS sprawl.
- Increased customer retention by 21% MoM via a custom retention measurement system for chefs involved in recurring meal services.
- Created a review solicitation procedure to increase brand recognition.
- Shifted company focus towards weekly meal prep and other sources of recurring revenue, causing recurring revenue to outpace one-off revenue for all four quarters of 2024, the first time this has happened for the company.

Director of Sales & Marketing

March 2023-January 2024

- Creation of a dedicated sales role for inbound leads, including developing a CRM, onboarding protocols for new chef contractors, and onboarding protocols for new clients.
- Determined pricing guidelines, wrote and tested scripts, ran A/B tests of marketing/direct communication materials, and designed automation workflows.
- SME for acting COO & acting CTO on the tech platform they were developing as a part of a potential merger.
- Oversaw a doubling of the number of contractors using the marketplace.
- Assisted with creation and led testing of all new marketing materials.
- Drove a 33.79% increase in YoY Revenue (to a total of \$1.096M Gross Market Value) due to a 20.24% increase in recurring revenue and a 44.40% increase in non-recurring revenue.
- Participated in Techstars Chicago Fall 2023 Accelerator Program.

Corporate Hospitality Service Provider (Contractor)

October 2011-January 2025 (periodic)

- Research and Development of new food/beverage products for both on-site and co-packing.
- Ad-hoc and subcontracted Beverage Director.
- Subcontracted as a Culinary School Teacher for Food Hero Chicago, a non-profit culinary incubator focused on getting Latino students jobs and supporting their small-business food/beverage ventures.
- Executed countless services at private events ranging from cooking to bartending to serving to being a sommelier.
- Assisted Chef Austin Yancey, CEC, CCE, PCEC in the initial operations and activities of the company.
- Conducted menu development; business consulting; food safety and sanitation instruction for licensing; personal chef services; cooking classes; private events; and tradeshow.
- Helped shift the company from in-person chef/bartending services to online services in response to the 2020 COVID-19 Pandemic and assisted in designing safety protocols for chefs once in-person work returned.

The Duck Inn**Lead Bartender**

April 2021-March 2022

- Worked with directors to identify areas of growth and improvement.
- Optimized procedures and utilized sales data to maintain quality while reducing time for cocktail recipe development, prep procedures, inventory management, and order times during service. This resulted in a 13% increase in overall sales, a 22% in beverage sales, and reduced hours needed to prepare and execute.
- Created training roadmaps to ensure all these new procedures would stand the test of time.
- Research and Development of new cocktails on a regular schedule employing cutting edge techniques that would fit in with or set market trends.
- Reduced workload of bar director/owner by assisting in research, purchasing, and inventory management for all beverage products.

Mashke Midwest (Founder) <https://www.mashkemidwest.com/about>**Owner/Operator/Rectifier**

February 2021-Present

- Designed and developed unique liqueurs using 100% native botanicals, showcasing expertise in liquid sensory analysis and recipe creation.
- Conducted R&D for innovative products, refining recipes to meet premium quality standards.
- Managed ingredient sourcing and supplier relations, ensuring cost efficiency and high-quality materials.
- Collaborated with clients and other companies to create custom product offerings aligned with their needs.

Rhine Hall Distillery**Production Assistant, Tour Guide, Tasting Room Bartender**

March 2019-January 2020

- Processed multiple species of fruit for fermentation.
- Assisted head distiller with tasting for blending and QC utilizing my sensory skills.

- Worked on the bottling and labeling line, filled casks, rotated casks, kept up on inventory, and helped maintain a safe and clean production space.
- Educated the public on the production process by running science-driven tours.

Hogsalt Hospitality

The California Clipper; Green Street Smoked Meats, Doughnut Vault, Bavette's Bar & Boeuf - Various Positions Held

December 2012 - May 2020

Rush University Medical Center

Research Study Coordinator - Anesthesia/Pain Clinic

January 2018-March 2019

- Coordinated PIs, the hospital, and pharmaceutical companies to launch new studies.
- Increased rate of recruitment to both physician-led and pharma-led studies.
- Reduced study dropout through refining screening procedures.
- Reduced workload of specialists by assisting with routine, wet-lab biochemistry procedures.

AbbVie Inc.

Neglected Diseases Intern/Associate Scientist I

May 2016-September 2016

- Helped to narrow down potential macrofilaricidal drugs through in vitro pharmacokinetic stability assays using a triple quadrupole mass spectrometer.
- Ran first known target capture studies and analysis of filarial worms.
- First in the company to use palladium catalyst for cleavage in target capture with HaloTag™ technology.

Beloit College

Teaching Assistant - Organic Chemistry I, Organic Chemistry II, and Intro

January 2016-May 2017

Resident Assistant

January 2016-May 2017

Tenure-Track Professor Search Committee Member

August 2015-December 2015

Boka Group

Chef de Partie

April 2012-December 2012

Extern

February 2012- April 2012

Fettes, Love, & Sieben Plumbing

Laborer

Summers 2007, 2014, and 2015

Education

Techstars

- Chicago Accelerator Program (MD: Neal Sáles -Griffin)

September 2023-December 2023

Beloit College

- B.S., Biochemistry (cum laude)

August 2017

Le Cordon Bleu College of Culinary Arts Chicago

- A.A.S., Culinary Arts (Honors)

June 2012

Certifications

- BASSET (both on- and off-premise) - Chicago, IL
- Food Service and Sanitation Manager's Certificate Instructor/Proctor - City of Chicago & State of Illinois
- Food Service and Sanitation Manager's Certificate

Software

Google Suite, Hubspot, Stripe, Squarespace, Google Ads, ClickUp, Basecamp, Zapier, Epic, ChemDraw, Zotero, MatLab, PyMol, Sciex Analyst Software, JMP, Adobe Acrobat DC, Microsoft Office

Works

Works in Progress: Detecting Epileptic Features in EEG

Rachel A. Bergstrom, J. Z. Alex Cheong, Brian A. Dahlberg, Caitlyn J. Fisher, Noah Forrey, Nathaniel D. Froikin, Jordan Garcia, Joseph Hunhoff, Jennifer Santos-Arevalo, Daniel Stockton, Xiaomin Xie, Yihe Xue – April 13, 2017

Structure and Function Relationship of α -Ketoglutarate Dehydrogenase Complex: Dihydrolipoamide succinyltransferase (E2)

Nathaniel Froikin, Xhild Ndoci – December 7, 2016

Pharmacokinetic Stability and Target Capture of Aryl Carbamate Macrofilaricide Series

Nathaniel Froikin, Nari Talaty, Shaun McLoughlin, Hua Tang, Thomas Vongeldern, Dale Kempf – July 29, 2016