# OWEN MCCORMICK

Operations & Project Management Professional

# Professional Profile

Driving Operational Excellence, Client Satisfaction, and Strategic Growth

### Strategic Leader

Scaled wellness brand to **$2.5M revenue** and negotiated a profitable exit.

### Operational Expert

Engineered custom platforms and optimized supply chains with rigorous SOPs.

### Client Advocate

Managed high-net-worth relationships and resolved complex escalations.

### Technical Proficiency

Leveraging SQL, Python, and Snowflake to drive data-driven decisions.

Brooklyn, NY

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github.com/MartyMcfli

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# Scaling Ventures

From Self-Funded Startup to $2.5M Revenue & Profitable Exit

### 📈 Revenue Growth

Scaled Trail Blazers LLC to **$2.5M annual revenue** within five years through strategic digital advertising.

### ⟨⟩ Tech Integration

Engineered a custom **E-Commerce Platform** integrating ordering systems with operational infrastructure.

### Supply Chain

Built a **Data-Driven Inventory System** (Python/SQL) to forecast demand and reduce excess stock.
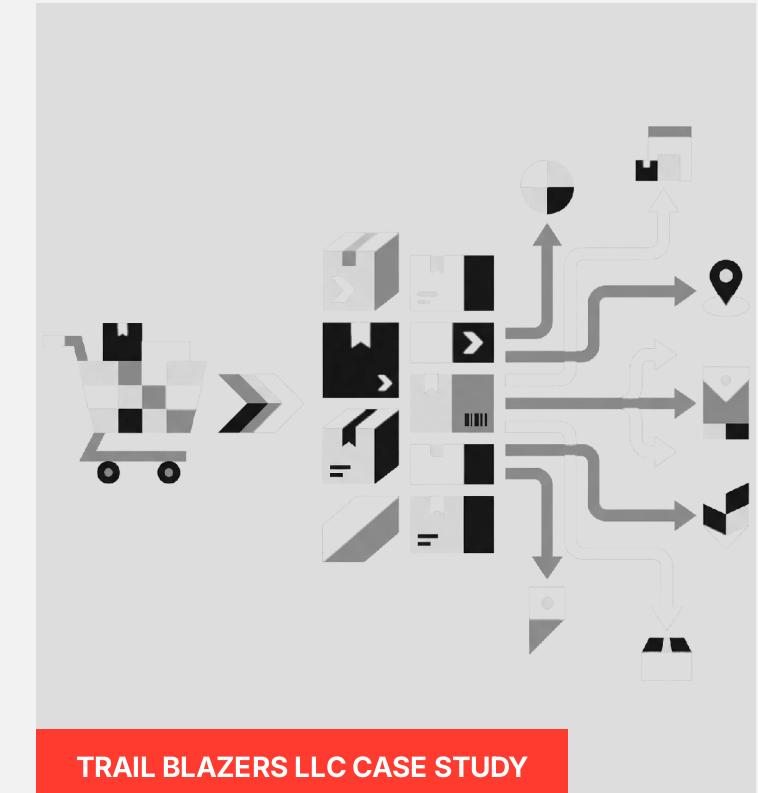
**TRAIL BLAZERS LLC CASE STUDY**

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# Operational Excellence

Streamlining Processes across Diverse Industries
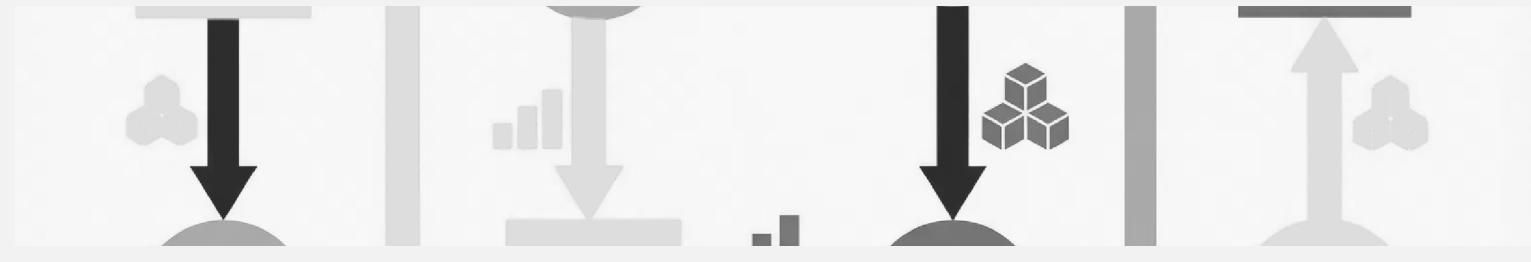


## Operations Manager

**AMC THEATRES**

- **Team Leadership:** Directed daily operations for a high-volume venue, leading scheduling and training for a diverse team.

- **Cost Control:** Managed inventory forecasting and cost control measures to reduce waste and maintain margins.

## Ops & Logistics Coord.

**UTAH OLYMPIC PARK**

- **Complex Logistics:** Orchestrated logistics for major international competitions (Olympic Qualifiers).

- **Collaboration:** Coordinated with lift ops, maintenance, and the Board to ensure safety and operational smoothness.

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# Client Experience

Managing High-Stakes Relationships with Precision

## 30%

### Reduction in Issues

Developed a **Client Escalation Dashboard** (Snowflake) to track trends and proactively resolve recurring service disputes at Porsche.

**PORSCHE**
### Quality Assurance

Personally conducted final road tests and quality inspections to ensure safety and repair accuracy for high-net-worth clients.

**REAL ESTATE OPERATIONS**
### Stakeholder Management

Acted as the key liaison between ownership, tenants, and vendors to ensure smooth property operations and timely project completion.

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# Technical Proficiency

Leveraging Technology to Solve Business Problems

**SQL**  **PYTHON**  **SNOWFLAKE**  **EXCEL (ADVANCED)**  **API INTEGRATION**

**CAPM CERTIFIED**
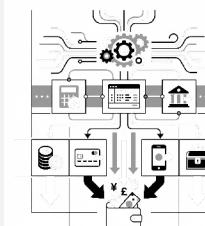


### Automated Payout System

Python/SQL system processing payments for 200+ publishers, reducing manual work by 95%.

### Inventory Forecasting

Predictive analytics model using Linear Regression to optimize stock levels.
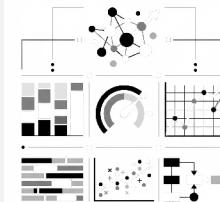


### Client Escalation Dashboard

Real-time analytics tool for tracking and resolving service issues.

### E-Commerce Platform

Integrated backend system for managing orders and inventory in real-time.