

HENRY VASQUEZ

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education

University of Notre Dame, 2010

BA, Psychology,
BA, Political Science

Techstars Chicago, 2015
Junto Institute, 2015
Menorca Millennials, 2016

core strengths

Product Management
UX/UI Design
Rapid Prototyping
Agile Software Development
Process Engineering
Data Analytics

hard skills

HTML & CSS
Sketch
Adobe XD
Adobe Photoshop
Invision
SQL (MSSQL/PostgreSQL)
JavaScript
Python (basics)
Git / VCS
Wordpress
Google Analytics
Confluence/JIRA

summary

Curious and ambitious leader with 8 years of product management experience at fast-paced technology companies. Disciplined operator that uses data to design better workplace systems.

experience

SpaceX, Applications Product Manager

Hawthorne, CA (January 2017 - July 2018)

SpaceX designs, manufactures, and launches advanced rockets and spacecraft. I worked on the Enterprise Software team, focused on Build Reliability applications.

Accomplishments

- Led a large, cross-functional (5 departments) project to integrate Siemens Teamcenter with our ERP system and enforce part configuration rules.
- Created a new document management application to view, approve, release, and link to nearly 10,000 corporate documents.
- Created a new application for hardware containments, enabling quality engineers to control defective parts.
- Led a team of 8 (5 app developers, 1 business intelligence engineer, 2 analysts) using agile methodologies with JIRA.
- Created the Rapid Prototyping user group and introduced clickable prototypes to our department
- Performance: top 25% (within 1st year)

Tribe, Co-Founder & CEO

Chicago, IL (March 2015 - January 2017)

Tribe offers client engagement software for professional services. We enable consultants to work efficiently with clients and contractors through a cloud-based application. Tribe was acquired by PeopleVine in 2017.

Accomplishments

- Alumni of the Techstars accelerator, the #2 startup accelerator in the US
- Raised \$368k in capital from angel investors
- Acquired 78 paying customers and 6000+ end users
- Created 3 enterprise products (mobile & web)
- Alumni of Menorca Millennials, a highly-selective European startup program for experienced founders
- Learned how to design a beautiful and robust enterprise product that solves a real customer problem
- Employed lean methodology to validate the needs of a target customer and identify distribution channels

experience

Earlybird Software, Founding Partner

Chicago, IL (June 2012 - Present)

Earlybird creates custom software that transforms how companies use their data. I served as COO from 2012-2015.

Accomplishments

- Personally sold 32 clients that generated the first \$500k of revenue
- Marquee clients include largest Mercedes dealer in US and University of Chicago Medicine
- Managed the P&L and budget for a team of 12
- Led product development on 13 client projects
- Led branding and positioning on 9 client projects
- Managed a sales pipeline of over 500 qualified leads and 5 primary marketing channels

Dose Media, Co-Founder & VP Operations

Chicago, IL (January 2010 - July 2013)

Dose Media is a digital media publisher that reaches over 50 million visitors each month. It has raised \$34.5M in venture capital. Dose is a member of the Inc. 5000 (#599), the fastest-growing private companies in America.

Accomplishments

- Led product development for 6 applications
- Managed the ad operations across 10+ direct advertisers and 20+ ad networks for a network that sold over 400 million ad impressions per month
- Recruited and onboarded the first 32 employees
- Managed the P&L, financial forecasting, collections process, team budgets, and bank relationship
- Managed content production (blogs, photos, videos, and mixed media) for 8 different properties
- Supervised 3 facilities, including commercial leases, furniture, equipment, and office supplies for 40 people
- Worked directly with the CEO on major corporate initiatives including seed funding, Series A, a large content partnership, and rebranding
- Promoted from: Director of Development (2011), Project Manager (2010), Intern (2010)

Foundation for Sustainable Development, Intern

Masaya, Nicaragua (2009)

Democratic National Committee, Intern

Washington, DC (2008)

personal KPIs

Software products built: 52

Hires made: 67

Successful startups: 3 (2 active, 1 sold)

VC raised: \$9.94M (3 companies)

Sales revenue: \$717,000

Countries visited: 17

Mile run best time: 4:48

press and media highlights

Chicago Tribune

Built In Chicago

Chicago Inno

Technori

Bootstrapping in America

WGN Chicago

Advisor TV

See more at henryvasquez.com

volunteering

Startup Institute, Instructor and Mentor

Chicago, IL

Startup Weekend, Mentor

Chicago, IL