

Michael W. Malloy

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EXPERIENCED COACH – PROFESSOR, GIVER, AND LIFELONG LEARNER

Mike Malloy is a leadership professional with 14+ years of experience as a coach, adjunct professor, public speaker, workshop facilitator, community builder, startup incubator program director, social enterprise CEO, entrepreneur-in-residence, ultimate frisbee coach, and Deloitte management consultant. He possesses a unique blend of technical expertise, interpersonal communication skills, and emotional intelligence. Mike's top five strengths are Positivity, Individualization, Communication, Learner, and Woo.

CORE COMPETENCIES

- | | | |
|------------------------|---------------------------|-------------------------|
| ● Leadership | ● Creativity | ● Operations Efficiency |
| ● Communication | ● Problem Solving | ● Public Speaking |
| ● Coaching | ● Entrepreneurial Mindset | ● Networking |
| ● Empathetic Listening | ● Sales and Marketing | ● Relationship Building |
| ● Resilience | ● Strategic Planning | ● Helping People |

PROFESSIONAL EXPERIENCE

Malloy Industries

Vice President

Remote
June 2021 – Present

- Consult with growth-stage companies to achieve business objectives, reach investor milestones, and reclaim valuable time
- Coach mid-career professionals to identify their wealth, freedom, and impact goals and find work they love while proactively designing their lifestyle
- Listen actively and ask questions to illuminate blind spots and guide clients through transitions
- Customize coaching approach for each client based on their CliftonStrengths and Four Tendencies results
- Employ proprietary tools, lessons, and exercises for clients to bridge gaps towards achieving their goals

Halcyon Incubator

Program Director

Washington, DC
May 2019 – June

2021

- Support Halcyon Incubator ventures in raising \$145M+, creating 1,800+ jobs, and positively impacting 2,500,000+ lives
- Build relationships with 100+ Fellows from 14 cohorts to identify ways to add value to early stage social ventures
- Plan, prepare, and execute Halcyon Incubator 5-month program plan for social enterprises in Cohorts 5-14
- Manage partner relationships with Amazon Web Services, Capital One, Deloitte, law firms, and marketing firms
- Recruit, interview, hire, onboard, train, and oversee diverse team of full-time staff and interns

Program Manager

May 2017 – April

2019

- Engineered application process for six cohorts with 40% YoY applicant growth from 167 to 432 global applicants
- Conducted intake interviews, check-ins, and post-residency surveys and analyze responses for program improvements
- Strengthened tactical networking skills at 1+ event each week to acquire 3+ new business cards
- Facilitated 3-5 weekly introductions between entrepreneurs and advisors
- Curated content and deliver monthly Halcyon Happenings newsletter to 100+ Fellows and staff to ensure all stakeholders are informed about upcoming events, funding opportunities, insightful articles, and new topics to learn

Program Coordinator

August 2016 – April 2017

- Executed 5-hour international Zoom conference calls for Pitch Day with 20+ participants
- Secured guest speakers on topics including Media Training, Customer Discovery, How to Build Your Team, Sales, Funding for Social Ventures, How to Build a Tech Company, and Successful Entrepreneurs' Journeys
- Created and delivered content for Entrepreneurial Mindset 90-minute presentation to Fellows
- Received bi-weekly leadership coaching for personal development
- Represented Halcyon Incubator at networking events and SXSW to recruit social entrepreneur applicants
- Developed 30-minute tour guide presentation to give to Halcyon guests while touring 30,000 sq. ft. mansion
- Performed choreographed dance to Queen medley and Dirty Dancing at Halcyon Awards Galas

Georgetown University**Washington, DC****Adjunct Professor****January 2019 – Present**

- Teach Social Entrepreneurship to undergraduate students in Georgetown's School of Foreign Service, McDonough School of Business, and College of Arts and Sciences
- Teach Georgetown Startup Internship students the foundational professional skills to add value at a startup or growth stage company as an intern
- Designed, developed, and recorded 14 startup intern training models for asynchronous intern training program
- Empower students to launch new businesses, get out of the building to complete customer discovery interviews, and deliver compelling pitches at the Georgetown Entrepreneurship Challenge
- Oversaw all planning, operations, logistics, and execution as the commissioner for nine campus wide Georgetown Entrepreneurship Challenge pitch events across the entire university to select undergrad and graduate student winners who receive more than \$35,000 in funding – including engagement at satellite campuses for grad students
- Coordinated with 14 DMV university entrepreneurship departments to organize the fourth annual DMV Top 150 Student Entrepreneurs Networking Event and Pitch Competition while growing the event from 100 to 150+ attendees

Entrepreneur-in-Residence**September 2015 – Present**

- Mentor 80+ Georgetown student entrepreneurs
- Moderate discussions between students and Entrepreneurs-in-Residence at weekly 90-minute Chalk Talks
- Connect students with resources and leaders in the Georgetown, DC, and global entrepreneurial community
- Launch Yellow House Program with six residential students who built entrepreneurial community
- Conduct [How to Pitch 101](#) training for student entrepreneurs to prepare for Startup Hoyas Pitch Competition
- Judge several student pitch competitions and deliver keynote speech at Rocket Pitch 2016
- Provide individualized and one-on-one feedback to dozens of student entrepreneurs before and after pitching
- Moderate panel discussion with Halcyon Fellows for various Georgetown classes and student groups

Summer Launch Mentor**Summers, 2015 – Present**

- Serve as Georgetown Summer Launch Mentor for six years
- Mentor companies such as KITU Super Coffee, Misfit Foods, U Apparel, Lead Up, Small Talk, and U Hustle
- Spend one afternoon per week in June and July mentoring Georgetown Hoyapreneurs
- Advised KITU throughout early company lifecycle and prior to Shark Tank 4.5% equity offer and \$240M valuation

University Startups**Remote****Adjunct Professor****January 2021 –****Present**

- Teach social entrepreneurship 8-week curriculum to 21 high school students via weekly 3-hour Zoom sessions
- Coach 5 student teams through the lifecycle of the lean startup process, including customer discovery interviews, social value propositions, business models, landing pages, experiments, competitor differentiation, demand tests, MVP launches, and how to pitch
- 92% students strongly agree and 8% agree that the instructor was an effective teacher with 62 NPS
- Produce and record 119 minutes of instructor training videos to walk through the entire curriculum for new professors to facilitate organizational growth and reach more students

Felix Gray**Remote****Corporate Sales Specialist****March 2020 –****Present**

- Build business by selling high-end Blue Light filtering eyewear to protect employees from Digital Eye Strain
- Generate \$55,495 revenue by closing 12 corporate clients
- Evaluate inbound leads by leveraging prospecting call script to identify their pain point and best Felix Gray solution
- Open and increase distribution channels with Advertising Specialty Institute (ASI#53901) and Workhuman to increase distribution to new markets with third party platforms and sales reps
- Craft creative briefs for the design team to create B2B sales and marketing collateral to equip third party sales reps
- Expand supply chain and coordinate logistics to offer co-branded Blue Light glasses for corporate clients

Waveborn Sunglasses**Washington, DC****Chief Executive Officer****June 2013 – December 2016****Director of Business Development****July 2011 – May 2013****Sales and Operations**

- Improved how people see the world by selling luxury Italian sunglasses and donating 10% of profits to fund sight restoring cataract surgeries around the world
- Led company operations and served as linchpin for global supply chain logistics

- Directed successful crowdfunding campaign to raise \$10,000 in < 36 hours on April 23, 2013
- Gained expertise in buying, selling, and shipping physical products to distributors, retailers, sales reps, and customers
- Negotiated sales presentations at Vision Expo West, Surf Expo, Action Expo, and PGA Golf trade shows
- Created strategic partnerships with retailers, surf shops, eye doctors, sales reps, and other distribution channel partners
- Implemented multiple iterations of CRM systems and sales pipelines with Contactually and Google Docs

Leadership and Team Building

- Recruited, interviewed, trained, and managed 50+ seasonal team members
- Managed weekly sales team meetings with sales reps in 5+ different markets
- Recruited 12 Advisory Board members who are significantly more intelligent in their areas of expertise
- Implemented multiple iterations of project management systems with Asana, Podio, Google Docs, and email
- Leveraged RACI (Responsible | Accountable | Consulted | Informed) project management hierarchy for all tasks
- Mentored an Apprentice from non-profit Enstitute program and served as Chair of DC Community Board
- Laid off high performing employees in 2014 due to inability to make payroll

Investor Relations and Finance

- Pitched to family, friends, and angel investors at MAVA TechBUZZ, Tech.Co Celebrate Conference, K St Capital, UMD Angels, Maryland Venture Fund, Funding Post events in NYC and TX, and SXSW
- Raised \$550K from angel investors and friends to fund multiple growth stages for the business from 2012-2016
- Negotiated term sheets to write convertible promissory notes and note purchase agreements
- Managed cap table relationships with 27 investors
- Provided quarterly and annual updates to investors
- Forecasted cash flow and income statement projections
- Communicated transparently and honestly with investors about the decision to close the business

Marketing, PR, and Video Production

- Addressed crisis communication to customer email list after hacker attack in January 2015
- Developed press features with American Airlines, Men's Health, Washington Post, Tech.Co, Bisnow, and FOX
- Proposed, negotiated, and executed spokesperson deal with Super Bowl MVP
- Wrote, directed, and produced professional [videography projects](#) filmed on green screen with Super Bowl MVP
- Partnered with Google and YouTube Director on Demand service to produce [Waveborn brand video](#) in May 2016
- Recorded [6 podcast interviews](#) to enhance the Waveborn brand
- Recorded and produced 36-minute [video recap of SXSW 2016](#)
- Curated social media presence with 2,479 [Facebook](#) likes, 1,618 [Instagram](#) followers, and 1,316 [Twitter](#) followers
- Gained extensive experience with SEO, web design, email newsletters, and online marketing best practices
- Authored my first book, [Becoming So Good They Can't Ignore You](#), which highlights my first 4.5 years of professional experience and teaches you how to find work you love by adopting the Craftsman Mindset

PunchRock

Partner

Washington, DC
September 2012 to May 2014

- Created co-working space and collaborative community for social entrepreneurs in Adams Morgan neighborhood
- Managed relationships with 20+ entrepreneurs, freelancers, and non-profit members
- Planned, communicated, and implemented event programming for members and guests
- Arrived early to open the office and stayed late to close the office after the last member left
- Mentored aspiring social entrepreneurs and helped set short-term and long-term goals
- Fostered a culture of "give before you get" to encourage members to play nice in the sandbox and help one another

Deloitte Consulting

Senior Consultant

Washington, DC
July 2008 to June 2012

- Provided data extraction and migration efforts at failed bank sites for large federal insurance agency
- Coordinated data load, quality assurance checks, and independent testing activities for failed bank data
- Produced in-depth weekly status reports and distributed to project leadership
- Onboarded and trained 30+ new team members
- Served as site lead for several volunteer events at the VA hospital
- Led on-campus recruiting events at the University of Maryland, Johns Hopkins University, and Boston College
- Provided guidance and support to more than ten formal and informal buddies/mentees within the firm

EDUCATION

Georgetown University – Washington, DC

Class of 2012

M.S. Computer Science

- Relevant Coursework: Software Engineering, Database Management, Internet Computing, Information Retrieval, Topics in Computer Security, Machine Learning, and Graphic Design

Boston College – Chestnut Hill, MA

Class of 2008

B.A. Mathematics

B.S. Computer Science

- Perfect Scores Achieved: 800 Math SAT, 800 Math IIC SAT II, 36 Math ACT, 800 Math GRE, 6.0 Writing GRE
- Proficiency in Java, C, C++, XML, HTML, CSS, JavaScript, PHP, SQL, and Visual Basic Programming Languages
- Strong Knowledge of Object-Oriented Design, Theory of Computation, Computer Algorithms, Combinational and Sequential Logic Design, Linear Algebra, Abstract Algebra, Mathematical Modeling, and History of Mathematics

LEADERSHIP, AWARDS, AND VOLUNTEER EXPERIENCE

- Georgetown University Outstanding Entrepreneurship Faculty Award: 2022
- Universal Life Church, Ordained Minister: 2021 to Present
- MindShare CEO Program, Alumni Board Member: 2020 to Present
- Washington DC Economic Partnership: WeDC Ambassador and SXSW Panel Moderator: 2019
- Georgetown University Entrepreneurial Excellence Award: 2016 and 2019
- UMD, George Mason, and Georgetown University: Guest Lecturer: 2014 to Present
- Thanksgiving Eve Volunteering at DC Central Kitchen, Coleslaw Culinary Volunteer: 2017
- MindShare CEO Program, Graduate and MindShare Maverick Award Winner: 2015
- John Maxwell Exchange Leadership Conference, Leader: 2015
- World Championships of Beach Ultimate in Dubai, Player for Team Kenya: 2015
- Washington DC Breeze Pro Ultimate, Assistant Coach: 2014 to 2015
- Enstitute, DC Community Board Chair and Mentor: 2014 to 2015
- Under30Experiences Nicaragua, Traveler to donate 100 pairs of sunglasses: 2014
- St. Bernadette's Church, Boston College, and Georgetown, Eucharistic Minister: 2006 to 2014
- St. Baldrick's Foundation, Head Shaved for Cancer Fundraiser: 2010 to 2014
- Georgetown University Ultimate Frisbee, Player: 2010 to 2012, Coach: 2012 to 2019, Nationals: 2018
- World Adult Kickball Association, Player: 2008 to 2011, Team Captain: 2009 to 2010, League President: 2009
- Study Abroad at University College Cork in Cork, Ireland: Spring 2007

TECHNICAL SKILLS

Airtable, Zoom, Microsoft Word, Microsoft Excel, Microsoft PowerPoint, Google Docs, Google Sheets, Google Slides, Google Forms, Doodle, Slack, GoFundMe, Breevy, MailChimp, Survey Monkey, Type Form, Square Space, WordPress, Submittable, Wiki Building, Database Management, Content Management Systems, PDF Compression, and Genius Scan

“You will get all you want in life, if you help enough other people get what they want.” – Zig Ziglar