

John Wulsin

EXPERIENCE

- Managing Director – [PLATTE ARCHITECTURE + DESIGN](#) 2024–present
- Responsible for firm's financial performance and overall success
 - Leading multi-year transition towards multi-owner structure
 - Supervise entire staff of architects, designers, co-ops and bookkeeper
 - Responsible for all personnel decisions including hiring, firing, compensation
 - Lead advisory team of senior architects to set strategy and firm policies
- Computer Systems Analyst – [CAGIS](#) 2021–2024
- Developed and configured online system for processing residential tax abatements (previously entirely managed through paper/email)
 - Collaborated with departments across the City of Cincinnati, Hamilton County and other local jurisdictions to assess program requirements and develop technical solutions
 - Provided technical, analytical and software development support in various CAGIS enterprise programs including Geographic Information systems (GIS) and Permitting Business software
 - Responsible for developing, testing, and configuring applications to serve City and County departments
- Founder & Owner – ANDANTE HOUSING, Cincinnati, OH 2014–present
- Responsible for raising financing through public and private sources, including Historic Tax Credits (State and Federal), LEED Gold certification, and CRA tax abatements
 - In charge of compliance with numerous public (City of Cincinnati, SHPO, National Park Service) and private entities (LEED, Cincinnati Development Fund)
 - Renovated an abandoned shell into a 7-unit apartment building in Over-the-Rhine
 - Serve as property manager for 10-15 rental units, including duplex student housing, single-family homes, and multi-family apartments
 - Manage all accounting through QuickBooks
- OVER-THE-RHINE COMMUNITY COUNCIL, Cincinnati, OH 2019–2025
- President (2023-2024)
 - Vice-president (2022-2023)
 - Chair of Economic Development & Housing committee (2020-2023)
 - Managed and facilitated two meetings each month. Meetings were hybrid via Zoom with in-person and online participation.
 - Facilitated process for developers interested in receiving letters of support
 - Managed all electronic communications through newsletters, website, and social media
- Chief Technology Officer – [BUILD GLOBAL](#) 2021
- Managed full stack solution with 60k+ users across Android app, USSD, and web apps.
 - Stack included AWS RDS, EC2, S3, PHP servers, USSD servers, Firebase, Google Maps API, PayPal API, Circle CI, BitBucket, React web app, native Android app, Tableau server.
 - Managed distributed team of 12 backend engineers, frontend engineers, dev ops, and testers.
 - Led strategic partnerships with governmental agencies (SHP in Mexico), financial institutions (Mahindra in India), and NGOs (Habitat for Humanity, International).

- Licensed Sales Agent, REALTOR – [ROBINSON SOTHEY'S INTERNATIONAL REALTY](#) 2016–2018
- Specialized in urban basin and inner core neighborhoods of Cincinnati
 - Consulted on marketing and technology for office-wide communications
- Independent Technology and Business Consultant 2017–2020
- Served as primary technical lead for clients across a variety of technical environments (SQL Server, Azure, AWS, Salesforce, Drupal, Umbraco, Squarespace, WordPress, Acquia, Sitecore)
 - Projects included interactive web applications, data ETL processes, complete website redesigns, technical training, migrations to new CMS's, setup of AWS servers, and website maintenance
 - Defined scope of work and specify business requirements across numerous concurrent projects and clients
 - Advised clients on most efficient use of limited budgets to meet strategic business objectives
 - Collaborated with a distributed team of engineers and designers (spread across multiple continents) to ensure alignment and efficiency
 - Created and revised documentation to ensure delivery meets defined scope of work
 - Managed projects and tickets through a variety of tools and systems (Jira, Github, Teamwork).
 - Clients included REDI Cincinnati, Union Savings Bank, Elevar, Empower Marketing, Tempur-Sealy Inc, and Boston Market.
- Institutional Relations Manager – [ATLANTIS](#) 2017–2018
- Board of Advisors 2014–2017
- Developed and facilitated strategic partnerships with universities
 - Designed custom experiential education courses for pre-med students to shadow doctors in European and Latin American hospitals
 - Provided marketing and business growth advice to CEO and senior leadership team
 - Developed marketing plan that drove 300% year-over-year top line growth
- Senior Solutions Analyst, [POSSIBLE](#), Cincinnati, OH 2015–2017
- Solutions Analyst 2013–2015
- Associate Solutions Analyst 2011–2013
- Solved technical and marketing challenges for Fortune 500 clients (Conagra, Essilor, P&G, US Bank)
 - Coordinated across numerous agencies for multi-channel campaigns (TV, print, email, radio, Internet)
 - Leveraged Salesforce marketing cloud and Sales Cloud for management of millions of customers
 - Managed the development and quality assurance (QA) processes using JIRA (and Bug-track)
 - Served as primary technical leader for managing client relations
 - Managed personalized email marketing campaigns to over 2.5 million customers bi-weekly
 - Led decision-making in multidisciplinary teams involving creative and strategy experts, clients, and partner agencies
 - Managed full technology stack (hosting, data storage, APIs, UX, front end, back end)
 - Defined database schemas, deployed code across environments, and managed data feeds
- Associate Director, [STUDENT U](#), Durham, NC 2008–2013
- Grew organization over 4x in five years, from 80 students to 350 students
 - Oversaw topline growth from \$200,000 to over \$1 million in annual revenue, with diversified revenue streams from partnerships, private foundations, and NC State funds
 - Managed all accounting and financial reporting
 - Recruited, hired, trained, and supervised cohort of teachers
 - Applied for and managed NC State Dropout Prevention grant funds which doubled YOY cashflow
 - Developed customized Salesforce instance for managing student, teacher, and donor records

- Led re-branding of organization with new logo, identity system, marketing materials, and website
- Associate, [8 RIVERS CAPITAL](#), Durham, NC 2010–2011
- Led project developing web-based software to optimize parking infrastructure efficiency at universities & hospitals
 - Evaluated financial models including a zero-emissions power plant, an algae farm, and a web app for employers
 - Developed business plans for presentation to Sequoia Capital and Kleiner Perkins
- INTERN, [CRESCENT CITY FARMERS MARKET](#), NEW ORLEANS 2006
- Managed twice-a-week outdoor farmers markets in the summer after Hurricane Katrina
 - Led expansion of food stamp outreach program to low-income residents
 - Organized “pop-up” markets for shrimpers to sell directly to customers

EDUCATION

- UNIVERSITY OF CINCINNATI – MASTERS OF BUSINESS ADMINISTRATION 2012–2014
 Recipient of merit-based University Graduate Scholarship
 Coursework in data-analytics, marketing, finance, and accounting (including government and non-profit accounting)
- UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL AND DUKE UNIVERSITY 2005–2009
 B.A. Economics with *Highest Honors*; Minor in “Philosophy, Politics & Economics”
 Thesis: “An Analysis of the Effects of Public School Quality on House Prices In Durham, NC”
- UNITED WORLD COLLEGE – USA; Montezuma, NM 2003–2005
 PHILLIPS ACADEMY; Andover, MA 2002–2003
 INDIAN HILL SCHOOLS; Cincinnati, OH 1997–2002
 INTERNATIONAL SCHOOL OF KENYA; Nairobi, Kenya 1995–1997

SKILLS

- Financial management – GAAP accounting, budgeting, Quickbooks, Excel expertise
- Marketing – social media campaigns, email newsletters, institutional branding, website design
- Human resources – payroll, taxes, benefits, recruitment, and training
- Technical expertise – SQL, Javascript, HTML, CSS, Google Tag Manager, STATA, Drupal, Umbraco, Wordpress, Squarespace
- Database design and management – Salesforce, SQL, and Oracle platforms
- GIS – proficient in ArcGIS software
- Applied statistics – formal statistics background, STATA, academic and managerial applications
- Spanish fluency – extensive experience in both written and spoken Spanish