

Arman Motiwalla

Chief Operating Officer

Seasoned executive with a proven history of exceptional leadership & achievement in C-Suite/Senior Director roles. Over 14 years of diverse/functional industry experience delivering shareholder value & revenue growth. Excels in managing an array of business functions in both start-up & hyper growth organizations. More than a decade of P&L oversight managing domestic & international teams, EBITDA growth & revenue generation. Recognized problem solver with a passion for optimizing performance & maximizing profitability. Extensive experience in Hospitality, FinTech/Insurance & Aviation.

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📍 Fort Lauderdale

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AREAS OF EXCELLENCE

P&L Management

Strategic Planning

Operations

Financial Planning

Revenue Management

Debt Financing

Analytics & Reporting

Process Optimization

Leadership

Risk Management

Sales Operations

EBITDA Growth

WORK EXPERIENCE

Chief Operating Officer Innovative Partners

01/2021 - Present

Fort Lauderdale, Florida

Achievements/Tasks

- ◇ Full oversight & responsibility for all enterprise operations, including strategic planning, legal, financial management, revenue operations, investor relations, risk management & regulatory compliance.
- ◇ Increased MoM revenue by 200% with positive EBITA growth & \$40M+ in sales within 12 months.
- ◇ Managed Nationwide producer network of 40 agencies (600+ agents) & supervised 35%+ MoM growth & oversight of portfolio assets.
- ◇ Full P&L responsibility & management (\$100M+) to include financial forecasts, & performance metrics.
- ◇ Identified, originated & successfully negotiated credit/debt facilities with institutional investors & lenders. Further responsible for all stakeholder reporting, analysis & portfolio management.

Managing Partner ADM Labs

06/2018 - 12/2020

Denver, Colorado

Achievements/Tasks

- ◇ Full P&L oversight & responsibility for parent organization + all manufacturing & warehouse facilities & portfolio acquisitions.
- ◇ Grew revenue above \$16M+ within first 12 months with positive EBITDA.
- ◇ Guided company through pre-IPO audits & cultivated 100M+ valuation with institutional investors & lenders.
- ◇ Successfully negotiated & completed numerous rounds of debt, equity and mezzanine financing.
- ◇ Developed, managed & executed investment/M&A strategy for organization with full responsibility for legal, risk & regulatory matters.
- ◇ Represented company as a stakeholder on Government and Industry advisory boards.

Senior Vice President Aurora/AU Card

04/2017 - 06/2018

Lehi, Utah

Achievements/Tasks

- ◇ Originated & managed depository relationships & oversight of \$150M in annual spend for key accounts, HNWIs and related portfolios.
- ◇ Full P&L oversight & responsibility to operate acquired subsidiary One Concierge (domestic & international operations).
- ◇ Oversee mergers, acquisitions and opportunities, for AU and One Concierge.
- ◇ Developed innovative FinTech solutions and offerings for card holders.
- ◇ Pioneered development of affinity programs such as experiential event/travel incentives for bank members.
- ◇ Ensure divisional compliance with banking regulations (BSA, AML, OFAC) & financial services compliance for AU & One Concierge.

WORK EXPERIENCE

Founder & Chief Executive Officer One Concierge

01/2008 - 04/2017

Achievements/Tasks

- ◇ Led the company through rapid domestic & international operation with multiple locations.
- ◇ Complete P&L responsibility & management of fiscal performance, growth strategy & day-to-day operations.
- ◇ Guided company as CEO through acquisition by Aurae/AU Card & subsequent transition.
- ◇ Championed 300% increase in revenue over 18 months through diversification of company verticals.
- ◇ Designed & implemented numerous global hospitality & loyalty programs for Fortune 100s/500s.
- ◇ Ranked as one of the fastest growing private companies by Inc. Magazine in 2016.

Boca Raton, Florida

Project Manager Volvo Aero Services

01/2011 - 07/2012

Achievements/Tasks

- ◇ Managed over 50 global programs accounting for over \$100M in annual revenue.
- ◇ Responsible for project development, coordinating internal department processes, stakeholder reporting & contract management.

Boca Raton FL

INDUSTRY & ADVISORY LEADERSHIP

Executive Board Member NOVA by CurEnt Group

2023 - Present

Advisory Board Member Five West Ventures

2020 - 2021

Board Member The 500 MBA Club

2021 - 2023

Hemp Industry Advisor Colorado Department of Agriculture

2019 - 2020

Colorado Hemp Advancement & Management Plan (CHAMP)

Vice-Chair: Hemp Industry Committee National Cannabis Industry Association NCIA

2019 - 2020

EDUCATION

Aeronautics | Bachelor of Science Embry-Riddle Aeronautical University

Daytona Beach, Florida

Organizations

- ◇ Board Member - Aeronautical Science Student Advisory Board
- ◇ Founder & President - Delta Lambda Phi Fraternity
- ◇ Omicron Delta Kappa National Leadership Honor Society
- ◇ Order of Omega Greek Leadership Honor Society

General Certificate of Education Advanced Level (A Level) & General Certificate of Secondary Education GCSE

Dubai College

Dubai, United Arab Emirates

Awards

- ◇ Bronze Award - Duke of Edinburgh Award

AWARDS

INC. 5000 #15 - Top Travel & Hospitality companies (12/2016)

INC. Magazine

- ◇ 2016 Inc. 5000 Recipient - One Concierge recognized as one of the fastest-growing private firms in America and number 15 in Travel & Hospitality.

CERTIFICATES & LICENSES

Private Pilot - Federal Aviation Administration (2020 - Present)

100+ Hours ASEL Certificate # 4411007

Insurance Agent (Health) (2020 - Present)

Licensed in 40 States