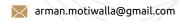
Arman Motiwalla

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.









linkedin.com/in/armanmotiwalla

• 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.
- O 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

Aurae/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.



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.

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.



INDUSTRY & ADVISORY LEADERSHIP

Executive Board Member

NOVA by CurEnt Group

2023 - Present

Advisory Board Member

Five West Ventures

2020 - 2021

Vice-Chair: Hemp Industry Committee

National Cannabis Industry Association NCIA

2019 - 2020

Board Member

The 500 MBA Club

2021 - 2023

Hemp Industry Advisor Colorado Department of Agriculture

2019 - 2020

Colorado Hemp Advancement & Management Plan (CHAMP)

EDUCATION

Aeronautics | Bachelor of Science Embry-Riddle Aeronautical University

Daytona Beach, Florida

Organizations

- O 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

Bronze Award - Duke of Edinburgh Award



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

INC. Magazine

 2016 Inc. 5000 Recipient - One Concierge recognized as one of the fastestgrowing 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

Boca Raton, Florida

Boca Raton FL