



# MARSHALL DARR

Entrepreneur in Residence by Day  
Stand Up Comedian by Night

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## BIOGRAPHY

Back in kindergarten my teacher asked me what I wanted to be when I grew up. I responded confidently, "A bulldozer." Since learning the difference between cars and people I've always wanted to be a successful founder. I'm curious, ambitious, and an incredibly hard worker. I'm fascinated by Growth, Sales & Marketing Ops, and Product Management.

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## EXPERIENCE

- **Entrepreneur in Residence**  
Tradecraft | September 15 - Current  
Co-founded Captivate Real Estate (www.captivatere.com) and grew the company from concept to revenue.
- **Sales and Marketing Ops Lead**  
Stock & Option Solutions | May 13 - June 15  
Built out Sales & Marketing Ops from the ground up during a period where company wide revenue grew by 60%.
- **SMB Rep**  
Egnyte | April 12 - November 12  
Worked as a full sales cycle rep; from initial cold call, to close, to technical onboarding, to ongoing client retention.

## EDUCATION

- **Growth**  
Tradecraft | June 15 - September 15  
Studied Growth tactics in a 3 month intensive program while working as a Growth Consultant for local tech companies.
- **BACHELOR'S DEGREE**  
Santa Clara University | Aug 08 - May 12  
Double majored in Economics and Psychology with a focus in Behavioral Economics and Neuropsychology

## REFERENCES

Russ Klusas | Founder at Tradecraft  
Contact information available upon request  
Scott McDonald | VP of Sales at SOS  
Contact information available upon request

## SKILLS

Pardot	
CRMS	
Email	
Writing	
A/B Testing	
Friendliness	