

# PETER SCHERMERHORN

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## PROFESSIONAL EXPERIENCE

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### **ProjectReady**, White Plains, NY

*Chief Strategy Officer* July 2020 – Present

- Lead strategic initiatives for early stage project management SaaS platform, including partnerships and fundraising.
- Manage sales and business development teams, including setting go-to-market strategy, establishing pricing models, setting targets and incentive compensation plans, negotiating contracts and implementing repeatable and scalable processes.

### **Cavendish Advisors**, Greenwich, CT

*Independent Consultant* September 2019 – June 2020

- Advised private equity backed portfolio companies on leveraging technology to drive innovation and profitability by identifying inefficiencies and developing tech selection process, implementation plans and change management strategies.
- Provided consulting services for startups at various stages on strategic and operational issues and capital raising.

### **Triax Technologies, Inc.**, Norwalk, CT

*President & Chief Executive Officer*, September 2018 – August 2019; *Chief Operating Officer*, September 2015 – September 2018

- Joined leadership team at the product ideation stage and was instrumental in building the company into a leading provider of mesh network, IoT and wearable solutions for the commercial construction industry.
- During tenure as CEO, grew year-over-year revenue by 4x and increased year-over-year project starts by 3x, while simultaneously reducing burn by 35%.
- Created a customer advisory board of top general contractors in order to drive customer-centric product development, sales and marketing strategies.
- Sourced, negotiated and closed complex strategic relationships with key industry players, including a channel partnership with United Rentals, integrations with Oracle, Procore and Autodesk and product subsidies from insurance underwriters.
- Developed overall go-to-market and revenue strategies and set execution targets for product, sales and business development teams.
- Built a dynamic field operations and customer success team from the ground-up to scale same-customer growth.
- Structured and built out functional groups and teams, growing the company to nearly 40 people, while implementing management systems and process to align goals and incentives across the organization.
- Recognized as a thought leader in the construction technology space through regular public speaking engagements and press interviews; member of Building Design + Construction's 40 Under 40 Class of 2019.

### **Finn Dixon & Herling LLP**, Stamford, CT

*Corporate Associate*, April 2013 – September 2015

- Advised private equity funds and their portfolio companies across a wide variety of industries on mergers and acquisitions and other corporate and business matters.
- Created and led junior associate development program; designed curriculum and facilitated biweekly training sessions.

### **Davis & Gilbert LLP**, New York, NY

*Corporate Associate*, August 2010 – March 2013

- Represented public advertising and media holding companies in corporate financings and purchase and sale transactions; represented startups and investors engaged in early round and follow-on equity offerings.

### **Weil, Gotshal & Manges LLP**, New York, NY

*Corporate Associate*, September 2008- July 2010; *Summer Associate*, May 2007 – August 2007

- Executed a wide variety of capital markets transactions, with experience in mergers and acquisitions, corporate governance and bankruptcy across industries and geographic areas.

## EDUCATION

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### **Stanford Law School**, Stanford, CA

- JD with Distinction, May 2008; overall GPA: 3.756

### **Brown University**, Providence, RI

- A.B. History, May 2005; overall GPA: 4.0; Phi Beta Kappa, Magna Cum Laude and High Honors.

## ACTIVITIES, INTERESTS AND MEMBERSHIPS

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- Triathlons, skiing, sailing, mountain biking, golf and DIY home improvement.
- Board Member, Children's Day School, Saint Nicholas Society of the City of New York and Milbrook Corporation; Member, New York Yacht Club; admitted to the Bar in New York and Connecticut.