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Colin Knapp

Focus: Business Development & Revenue Growth

Location: Kitchener-Waterloo, Ontario, Canada

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Professional Summary

Results-driven entrepreneur and business development professional with a proven track record of bootstrapping ventures from zero to significant revenue. Experienced in client relations, strategic partnerships, and transforming struggling businesses into profitable operations. Strong background in mentoring executives and scaling operations across multiple industries.

Key Achievements

- **Revenue Growth:** Bootstrapped [Nitric Concepts](#) from zero to an estimated \$4M gross revenue with strong profit margins (2018-2021).
- **Executive Mentorship:** Provided strategic guidance to CEO/Founder Andrew Karvelis, helping scale from side project earnings to significant revenue growth and financial success.
- **Business Turnaround:** Revitalized [Athion.net](#), transforming a struggling business into a self-sustaining, profitable operation within two weeks (2013-2014).

2017).

- **Client Portfolio:** Built and maintained relationships with government clients, healthcare organizations, and YouTube celebrities including partnerships with 15+ million subscriber networks.
 - **Sustainable Venture:** Co-founded MotherboardRepair.ca, establishing a company focused on sustainable electronics solutions (2019-Present).
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Relevant Experience

Chief of Operations / VP / Co-Founder

Nitric Concepts

2018-2021

- Bootstrapped company from zero to an estimated \$4M gross revenue with strong profit margins
- Managed talent acquisition and contractor relationships for 45+ personnel across multiple timezones
- Provided executive mentorship to CEO/Founder, guiding strategic business decisions
- Established partnerships enabling collaboration with Microsoft for official Minecraft Marketplace content
- Utilized Kanban/Trello to coordinate distributed teams and optimize project workflows

Founder

ViperWire.ca

2023-Present

- Building an AI-powered cybersecurity consultancy targeting SMB market

- Developing scalable security solutions accessible to small and medium businesses
- Establishing consulting framework for enterprise-grade security delivery

Co-Founder

MotherboardRepair.ca

2019-Present

- Co-founded company focused on reducing e-waste through circuit board repairs
- Leveraged industry expertise to establish sustainable tech solutions business
- Developed repair processes for high-value circuit board components

Business Operations

Athion.net

2013-2017

- Revitalized struggling business into self-sustaining operation within two weeks
- Optimized systems and streamlined operations with rapid, effective solutions
- Created foundational technology that enabled future open source success

Client Development

YouTube & MCN Partnerships

2011-2022

- Partnered with Jordan Matthewson (Kootra) and TheCreatures MCN with 15 million subscriber reach
 - Collaborated with prominent YouTube creators during the platform's golden era
 - Delivered custom gaming experiences for celebrity partnerships and livestreams
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Core Competencies

- **Business Development:** Revenue growth, client acquisition, partnership development
 - **Leadership:** Executive mentorship, team management, strategic planning
 - **Operations:** Process optimization, workflow management, Kanban/Agile methodologies
 - **Entrepreneurship:** Venture bootstrapping, business turnarounds, sustainable growth
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