

# MARK STARK

PRINCIPAL CANDIDATE · TAVERN RESEARCH

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## THE INTERACTIVE PITCH

### marksprincipalofficeattavern.online

Interactive AI platform, built for Tavern. ~90 seconds, 3 questions – my clone answers your real concerns about this hire. The medium is the pitch.

## CURRENTLY

### President – Epitychia Consulting Ltd.

2016 – 2019 & 2023 – present

- Built and operates **AmalPay** – east-African corridor remittance app. 18-month build, 15-engineer team, live and growing.
- Multiple ongoing client engagements; hires/trains BDRs and AEs; runs campaigns for SMBs, municipalities, enterprise, and Fortune 2000.

### Fractional CFO at Large – LexTrack AI

Jun 2025 – present

- Leads investor pitches and meetings with VCs; runs financial reporting; directs team at the leadership layer; manages interns.

## SELECTED EXPERIENCE

### Enterprise Account Manager – North American Bancard

2022 – 2023

- Six-figure ARR closes into the C-suite; paired enterprise accounts with ISVs; statement analysis + multi-vertical proposals.

### Sales Account Manager – Douglass Colony Group

2021 – 2022, Denver

- **Record-breaking first-year sales in the company's 75-year history.** C-suite-facing across multi-million-dollar commercial construction projects.
- Crowning project: **Larimer Square historic restoration** – every nail and screw accounted for to historic-society standards.

### Sr. Account Manager – Riverside Payments

2019 – 2020, Cambridge

- Created the **Inside Sales Account Manager** role at the leadership's request when COVID killed outside sales – kept ~99 people on payroll. Scaled from 3-5 in-person meetings/day to 12-15 inside appointments/day.

### Territory Manager – Grassroots Campaigns

2013 – 2014, Denver

- Field fundraising for **ACLU, SPLC, Nature Conservancy**. Top of state on the ACLU desk during the **marriage-equality fight the Supreme Court ultimately decided** – funds raised on the desk fueled the legal infrastructure behind the case. Anti-voter-suppression work as well.

## AI SHIPPING – PRODUCTION, TODAY

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**Polybot** – autonomous prediction-markets trader. Real money, multi-strategy ensemble (Kelly sizing, Gemini + 16-agent voting council), Docker on a VPS.

**OpenClaw / Timmy + Kimmie** – production cold-outreach agents on grok-4.1-fast w/ multi-provider fallback; live on two real lead-gen campaigns.

**Automated Interest** – voice agent for appointment setting + inside sales. In-house, powering Mark's other businesses. The hardest medium in agentic AI.

**This pitch site** – interactive AI platform built for Tavern. End-to-end orchestration; you're holding the demo.

## EDUCATION

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**Harvard University – HES** – studied two years in Cambridge; GSAS Pitch Competition runner-up.

**University of Wyoming** – Economics.

**Casper College** – Political Science & Government.

*Studied at three institutions, did not complete a degree at any of them. Each time, the work pulled him out before the diploma did. (See site for the longer answer.)*

## POLITICAL & CIVIC

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**Founder – United Initiative PAC (2017)**. Advocacy for non-citizens who enlisted in the U.S. military under promise of citizenship and were denied benefits or deported on return. FEC compliance + donor stewardship hands-on.

**Founder – Manos United, 501(c)(3) (c. 2017-2018)**. Hurricane-relief nonprofit for Mexico – stood up the org, ran fundraising and coordinated direct aid into affected communities.

**Political Analyst – Hageman for Congress (WY) (Nov 2022)**. Authored "Millennial Misfits" – segmentation report identifying **60-108k untapped Gen Z + Millennial voters** with a step-by-step mobilization plan + social-channel diagnosis.

**Field Operations – Brittany Pettersen for Congress (CO-7) (2022)**. Managed field teams and canvasser operations across precincts during the campaign cycle.