

# Remington Tonar

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## SUMMARY

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Accomplished startup/scale-up executive and corporate innovation expert responsible for transforming large organizations and launching highly successful ventures across industries. Deep experience in innovation management, brand strategy, venture capital, strategic M&A, strategic finance, private capital markets, and early to late stage equity and debt financing. Diverse academic training the humanities informs proven approach to leading and inspiring stakeholders. Ideal fit for growth stage Chief Executive Officer role or Chief Innovation or Transformation Officer role in mature, complex organization.

## PROFESSIONAL EXPERIENCE

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### **Co-founder & Chief Growth Officer, Cart.com**

*November 2020 - Present (Houston, TX)*

- Co-founded a leading commerce technology and services company that achieved a \$1.3B valuation, over \$300M ARR, 1,800 employees and 6,000 customers in under 3 years
- Played a central role in developing the company's vision, business model, acquisition strategy, and go-to-market practices, becoming the first official employee of the company
- Served as the company's founding Chief Financial Officer and first Chief Operating Officer, Chief Commercial Officer, Chief of Staff, Investor Relations and Corporate Development officer, and Chief Growth Officer, at times overseeing a dozen direct reports and over 200 department staff
- Led fundraising efforts across five rounds, closing over \$350M in equity and \$125M in debt financing
- Led and supported eleven acquisitions ranging from \$10M to \$100M across software and logistics sectors

### **Strategic Innovation Advisor, Fluor**

*January 2021 - Present (part-time, remote)*

- Provided corporate innovation and corporate venture capital advice to Fluor's Business Incubation unit, its strategic innovation branch
- Supported Fluor team members on client engagements, working with experts from across business units to serve private and public sector clients, including the Department of Defense and Department Energy

### **Managing Director & Chief Revenue Officer, The Cannon**

*January 2019 - August 2020 (Houston, TX)*

- Was responsible for business development, corporate expansion and revenue generation for the largest chain of startup incubators and entrepreneur-focused coworking spaces in Texas
- Oversaw site selection, facility design and development, location monetization, startup programming, and venture capital investments for several locations across east Texas
- Launched and ran a consulting arm that advised municipalities around the world on innovation ecosystem development and private sector organizations on corporate innovation practices, with clients including Fluor, Chevron, Marathon, Canadian Trade Commission, Guayaquil, Ecuador, Fort Bend County, TX, and startup development organizations in Oklahoma City and Calgary, Canada

### **Senior Contributor, Forbes**

*August 2018 - August 2020 (part-time, remote)*

- Authored and published news and editorial pieces on infrastructure innovation and smart cities on Forbes.com
- Collaborated with organizations like the American Society of Civil Engineers, Gensler, and NASA on stories

### **Partner, Confecta Capital**

*January 2016 - December 2018 (New York, NY)*

- Co-managed a seed stage micro-VC fund focused on the food and beverage industry
- Raised funds from UNHW LPs, led deal identification, and supported capital deployment
- Wound down positions in face of LP liquidity issues

### **Engagement Director - Strategy, Siegelvision**

*December 2013 - October 2016 (New York, NY)*

- Served on the senior staff at Siegelvision, an NYC-based design thinking and innovation consulting firm
- Worked with client execs on innovation and business model strategy projects, helping them find new ways of creating value
- Clients included United Technologies, Merrill Lynch, AeroVironment, MWH Global, Dayco, Univision, Cigna, Johnson & Johnson, Komatsu, United Airlines, National Geographic, NPR, Emerson College, OSU Spears School of Business, MIT Sloan School of Management, New York University and University Hospitals

### **Senior Strategy Manager, Siegelvision**

*October 2012 - December 2013 (New York, NY)*

### **Marketing and Product Development Specialist, Teliris (A Dimension Data Company)**

*May 2011 - October 2012 (New York, NY)*

- Coordinated marketing initiatives for a global cloud collaboration technology company, reporting directly to the CMO
- Supported the development of new products and took a leading role in developing a new sales and distribution strategy
- Helped the CEO and CMO position the company for successful M&A, identifying potential partners and acquirers

### **Technology and Operations Coordinator, Cafe Baci Group**

*May 2009 - May 2011 (Chicago, IL)*

- Led marketing and online ordering operations for a nine-location fast casual restaurant and coffee shop chain
- Supported new site selection, new location opening and location closing operations

### **Digital Communications Lead, Friends of Scott Walker**

*May 2006 - May 2008 (part-time, Milwaukee, WI)*

- Oversaw gubernatorial campaign website, email communications, and social media
- Conceptualized and developed new digital platforms and applications to increase campaign efficiency

### **BOARD AND COMMITTEE POSITIONS**

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#### **Committee Member, Marquette University College of Arts & Sciences Dean's Leadership Council**

*April 2013 - April 2015 (Milwaukee, WI)*

- Served on a university donor advisory committee focused on providing guidance and feedback on a range of issues to the Dean of the university's largest college

#### **Chairman of the Board, Houston Contemporary Dance Company**

*January 2020 - April 2023 (Houston, TX)*

- Served as Chairman of the Board for a 501(c)3 nonprofit professional repertory dance company, helping to found and fund the organization at inception

#### **Fort Bend County Technology Task Force**

*January 2020 - December 2020 (Fort Bend County, TX)*

- Served on a committee organized by the County Executive to advise on county-wide technology, innovation, and entrepreneurship policies and initiatives

#### **Houston Exponential Diversity Committee**

*March 2020 - December 2020 (Houston, TX)*

- Served on a committee organized by a city-sponsored startup economic development group focused on increasing diversity and representation in the city's startup community

#### **Board Member, Hint Global Investments**

*October 2016 - October 2017 (Houston, TX)*

- Advised a group of energy executives on strategic M&A and roll-up of small to mid-sized digital oilfield IT companies, bringing technology expertise and assisting in identifying and vetting acquisition targets

### **Treasurer and Board Member, Civic Life Project**

*April 2013 - April 2015 (New York, NY)*

- Served on the Board of Directors for a 501(c)3 nonprofit focused on teaching civics through journalism and filmmaking

## **EDUCATION**

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### **Doctor of Philosophy, Religious Studies - University of Aberdeen (post-viva; expected 2024)**

- Doctoral dissertation focused on the emergence of theistic technological narratives depicting god-like technological agents and how such narratives impact the future of religion, science, and society

### **Master of Science, Organizational Communication - New York University (2013)**

- Research focused on the role that sociological factors play in influencing resistance to organizational change and lessons for more effective change management; worked with the NYU Department of Psychology to conduct primary research

### **Master of Arts, Theological Studies - Loyola University Chicago (2011)**

- Research focused on the role of religious myths and symbols play in informing economic behavior of religious communities

### **Bachelor of Arts, Theology, minors in Philosophy and Political Economics - Marquette University (2009)**

## **PUBLICATIONS, PRESENTATIONS, AND AWARDS**

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### **Select Presentations and Publications**

- Invited speaker, Web Summit, Lisbon, Portugal (November 2023)
- Invited speaker, Reuters Logistics Technology USA (November 2023)
- Invited speaker and Future of Commerce track moderator, eTail West (March 2022)
- Invited speaker, NASA Commercialization Training Camp, NASA Johnson Space Center (February 2021)
- Invited speaker, SpaceCom (November 2019)
- Invited speaker, Houston Community College Small Business Summit (June 2019)
- *StateOf*, a special magazine on the future of American infrastructure published in partnership with the American Society of Civil Engineers (March 2018)
- "Digital Marketing in the Cloud Era: What's Working So Far," Cloud Business Summit NYC (November 2015)
- "Gen Y is creating tomorrow's jobs," *Chief Learning Officer Magazine* (June 28, 2013)
- "How creative ethnographic research can help startups grow," *Quirks Marketing Research Review* (February 2013)
- "Consumer Values at a Value: Collecting Audience Data Affordably," Corporate Researchers Conference (September 2012)
- "Data Driven Decisions: How to Overcome Analysis Paralysis," Marketing Research Association (February 2012)
- "The Role of Religion in Promoting Ethical Economic Behavior," American Academy of Religion Meeting (April 2011)

### **Select Innovation-related Awards**

- Startup of the Year, Capital Factory (2021)
- Laudato Si Vatican Challenge Winner (2017)
- Innovation Award, Seeds and Chips (2017)
- Second Place, Food+City Challenge (2016)
- Finalist, New York City BigApps Competition (2015)
- First Place, Business for Social Responsibility Hackathon (2014)
- Fellow, New York University Global Idea Exchange (2011)
- Winner, New York University Green Innovation Competition (2011)