



MILAD DAVOODI

EXECUTIVE LEADER, CONSULTANT, INVESTOR

ABOUT ME

Accomplished entrepreneurial leader with 14+ years of experience leading teams that turn ideas into reality, building/leading revenue impacting programs through influential vision, expanding operations into global markets, creating strategic partnerships, and driving sales strategy during hyper growth. I excel in a fast-paced work environment while maintaining the ability to quickly learn, adapt and work across departments to drive high impactful projects to completion.

TECHNICAL & BUSINESS SKILLS

Entrepreneurship
First Principles Thinking
Data-Driven Decision Making
Business & Technology Alignment
Product Development
Revenue Growth Strategy
International Business
Financial Forecasting
Technological Innovation

EDUCATION

Northwestern University, Chicago, IL
Data Science: Advanced Statistics, Python, R, JS, SQL, AI/ML, Neural Networks

University of Houston, Houston, TX
BS in Political Science: Comparative Politics, Foreign Policy, International Government, Political Statistics

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WORK EXPERIENCE

2022 - PRESENT 3MD Ventures, President

Develop and manage strategic partnerships with businesses, entrepreneurs, and startups to strengthen communities and reflect their values. Provide expertise in go-to-market strategy, product development, e-commerce, and digital transformation. Optimize sales operations, program management, financial modeling, and scalability.

2018 - PRESENT Xcelerate Auto, COO

Led all technical, financial, and sales operations, driving a ~500% revenue increase and improving profit margins from 5% to ~43%. Developed and launched XCare EV, the first third-party EV warranty, generating \$750K in 2019 to \$5.5M in 2024. Spearheaded a full digital transformation, integrating cloud-native architecture, automating sales workflows, and scaling operations by 300% while maintaining a lean team. Built strategic financial partnerships, expanded brand equity, and led PR efforts with major media outlets to position the company as a leader in EV protection.

2020 - 2022 Amazon Web Services, Sr. Product Manager - WW Revenue Operations & Investments

Led product development and strategy for global sales automation and investment programs, managing \$86.5 M in Startup investment and \$4.5B in customer investments globally. Built a digital governance framework to optimize 600+ AWS sales programs, enabling leadership to track ROI, consolidate duplicative efforts, and pivot investments strategically. Developed a recommendation engine that streamlined sales program adoption, reducing manual effort and improving efficiency. Transformed startup investment processes, scaling global adoption by 80% while enhancing tracking, automation, and business intelligence capabilities.

2011 - 2018 Tesla Inc., Sr. Global Manager, Remarketing Ops & Digital Infrastructure

Employee # 673 overall. Built and scaled Tesla's Trade-in and Used Vehicle operations across global markets, growing revenue from \$0 in 2014 to ~\$1B in 2017 while leading a 50+ person team across nine countries. Designed and launched digital infrastructure that reduced operational costs by \$1M, improved delivery efficiency, and increased trade-in margins. Developed Tesla's Pre-Owned business, led remarketing strategy, and implemented data-driven processes that optimized vehicle resale, sales conversions, and financial reporting.