



# Todd Storch

CSO

## About Todd

A veteran CEO of startup organizations, Todd manages and leads teams that build strategic plans to achieve results... not just talk about them. With “Big 8” accounting experience in operational consulting and taking companies public, he builds internal processes and procedures for a scalable business. A technology geek at heart, Todd helps companies build digital/interactive divisions and integrate business systems across products and brands. He once started a non-profit business from the ground up, leading the core team and over a thousand volunteers to serve people in need across the US. Successful in marketing and sales, he knows how to connect the two.

## How Todd has Helped Businesses Grow

- Successfully rebuilt and revitalized the customer journey from awareness to onboarding at Futuri Media. Developed and implemented an executive and leadership team initiative plan.
- Navigated an event-driven business from COVID-19 losses back to profitability at Five Star Global. Built internal processes and procedures for a scalable business.
- Developed strategy to integrate business systems across 40 products and brands and a full go-to-market strategy for a multi-million-dollar product at Ministry Brands.
- Increased MRR and ARR 100% by hiring and developing staff and installing systems at Kindrid. Completed Kindrid to Ministry Brands acquisition process, including target evaluation, due diligence, transaction integration, and post-transaction measurement.
- Built operational, marketing, and GTM plans to help increase organ donor registrations by millions globally at Taylor’s Gift Foundation. He built a nationwide non-profit from the ground up with no outside investment or grants. Developed a scalable and sustainable business model.

## Executive Experience

- Chief Revenue Officer, Futuri Media
- Chief Executive Officer, Five Star Global
- Senior Vice President, Strategic Initiatives, Ministry Brands
- Chief Executive Officer, Kindrid
- Founder / President, Taylor’s Gift Foundation

## Expertise

### Industry Experience

- SaaS
- Professional Services
- Technology
- Non-Profit
- Digital Media
- Traditional Media

### Specialties

- Growth Strategy
- Sales Growth
- Go-to-Market Strategy
- Sales & Marketing Alignment

## Education

- BBA, Accounting, Texas A&M University

## Contact Information

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