

Gregory Paragh

Las Vegas, NV

516-610-8929 | gregparagh@gmail.com

<https://www.linkedin.com/in/gregory-paragh-jnr-804504398>

PROFESSIONAL SUMMARY

Operations and revenue-focused executive with a proven track record of scaling businesses, building high-performing teams, and driving multi-million-dollar growth. Progressed from technical and operational roles into executive leadership by owning full revenue pipelines and optimizing systems across marketing, sales, and operations. Experienced in tax services, lead generation, and organizational scaling.

CORE COMPETENCIES

Operations Leadership • Revenue Growth • Sales Team Development • Full-Funnel Management • Marketing Strategy • KPI & Performance Tracking • Financial Oversight • Vendor Optimization • Process Improvement • Team Leadership • Organizational Scaling • Technical Systems Support

PROFESSIONAL EXPERIENCE

Elite Sales Solution (2023 – 2025)

Executive Vice President of Operations (2024 – 2025)

- Promoted to executive leadership overseeing company-wide operations and strategic execution
- Directed revenue operations supporting ~\$4M/month in revenue across marketing, sales, and fulfillment
- Implemented operational frameworks to scale performance, reporting, and accountability
- Partnered with leadership on forecasting, growth strategy, and expansion initiatives
- Managed budgeting, resource allocation, and cross-department efficiency improvements
- Led cross-functional execution aligning marketing, sales, and fulfillment for consistent revenue delivery

Director of Operations (2023 – 2024)

- Managed daily operations supporting \$1M/month in ad spend and high-volume lead flow
- Built scalable systems and workflows to support rapid company growth
- Hired, trained, and developed sales teams, converting inexperienced hires into top performers
- Reduced operational costs by optimizing vendors and bringing key processes in-house
- Established KPIs, dashboards, and accountability systems to improve performance

American Tax Solutions (ATS) (2018 – 2022)

Director of Marketing & Sales (2020 – 2022)

- Owned full revenue pipeline from lead generation through close
- Managed multi-channel marketing campaigns and sales team performance to drive consistent growth
- Oversaw large monthly advertising budgets, optimizing for ROI, lead quality, and conversion rates
- Built and implemented sales processes, scripts, and training systems to improve close rates
- Partnered with data teams to track KPIs, forecast performance, and improve decision-making
- Strengthened alignment between marketing and sales teams to increase efficiency and revenue output

Marketing Manager (2019 – 2020)

- Managed campaign execution and marketing team performance
- Trained staff and improved consistency across campaigns
- Monitored KPIs and optimized campaigns based on performance insights

Marketing Analyst (2018 – 2019)

- Analyzed campaign performance and provided optimization insights
- Tracked cost per lead, conversion rates, and revenue attribution
- Supported leadership with reporting and data-driven recommendations

Chipotle Mexican Grill (2014 – 2017)

General Manager (2017)

- Led full restaurant operations including P&L; responsibility, staffing, and performance management
- Managed high-volume revenue environment while maintaining strong customer experience standards
- Oversaw hiring, training, and development of team members and shift leaders
- Controlled labor, inventory, and food costs to maintain profitability targets
- Ensured compliance with corporate standards, safety regulations, and quality control

Service Manager (2014 – 2017)

- Supervised daily operations including team performance, service flow, and customer experience
- Trained and developed staff, improving efficiency and consistency
- Assisted with scheduling, inventory management, and operational execution
- Maintained high service standards in fast-paced, high-demand environment

Chuck E. Cheese (2012 – 2013)

IT Technician / Engineering Support

- Maintained and troubleshoot arcade systems, POS systems, and in-store technical equipment
- Diagnosed and resolved hardware and software issues to ensure uninterrupted operations
- Performed routine maintenance and system updates across multiple technical platforms
- Supported store operations by minimizing downtime and improving system reliability

KEY ACHIEVEMENTS

- Scaled company revenue from \$500K → \$3M/month through hiring and sales system development
- Managed over \$1.6M/month in combined marketing spend
- Generated approximately \$4M/month in revenue through operational leadership
- Improved profitability by reducing vendor costs and bringing operations in-house
- Built and led teams across marketing, sales, and operations functions

EDUCATION

Bachelor's Degree in Architecture – New York City College of Technology

CERTIFICATIONS

- UCLA – Business & Marketing Certification
- UCLA – Business Management Certification