

ELI G. NEWMAN

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FRACTIONAL BUSINESS DEVELOPMENT MANAGER

SUMMARY

Operator and builder who takes problems from idea to done, personally. Fifteen years running operations, programs, and product across small organizations: built and launched **elign.app**, cut a therapy practice's billing workload 70% for \$25,000+ in annual savings, and authored an ecosystem model that earned a paid speaking slot at Florida SBDC's annual event and a standing invitation to partner. Sourced and closed engagements on behalf of senior operators for six years, growing a 100+ member mentor coalition that matches founders with the expert they need. Served on five nonprofits simultaneously in 2025: GGIC, ACEL, SCORE, WHIN, and TEDxGainesville. At home in the parts of a company nobody has assigned yet.

EXPERIENCE

Founder & Operator | **Elignment LLC**

Gainesville, FL · 2023 – Present

- Architected and delivered the **Elign curriculum**, a six-stage accelerator across business development, branding, and applied AI. Filled the first cohort with **12 builders**; within weeks a musician announced a regional music festival and two coaches each signed **5 recurring clients**.
- Built and launched **elign.app** (2026), a self-paced product that converts a six-week accelerator into **autogenerated business plans, proposals, pitch decks, and SOPs**. Built on LLM workflows: Claude Projects, Skills, and MCP connectors, with how to reverse engineer branded assets taught as core curriculum.
- Authored the **Ecosystem Circuit Board**, a model of startup ecosystems for NACCE, which led to a **paid speaking slot** at the Florida SBDC's annual event, a regional ecosystem platform built in one month, and an open invitation to partner.
- Founded the **Founder Accelerator Mastermind (FAM)**, a give-first coalition of **100+ SME mentors**, matching founders with the expert they need and managing engagements. Grew it from a weekend conference **staffed and sponsored in three months on roughly \$1,000**: 25 paid attendees, 25 mentors, 8 presenters, 2 keynotes.
- Cofounded and operated a community event space and revenue-generating property housing 5 residents; produced **125 events in three years** for crowds up to 75 on about five hours a month.
- Onboarded and managed **University of Florida interns for four years** across program, podcast, community, and client operations.

Independent Business Development Agent | **Self-employed**

Gainesville, FL · 2010 – 2023

- Acted as business development agent for senior operators and subject-matter experts, sourcing engagements on their behalf and managing delivery end to end, compensated **up to 50% of engagement value**.
- Led creative strategy sessions for client staff and ran annual programs and events, organizing the marketing, sponsorship, and vendors.
- Coached individuals from personal branding and web presence through to launched businesses, building the practice that later became the **Elign curriculum**.

Speaker Curator | **TEDxGainesville**

Gainesville, FL · February 2025 – Present (seasonal)

- Interviewed **158 speaker candidates** to select the final program lineup.
- Hosted **Unimpeded Speech**, a video podcast that doubles as the vetting pipeline, in partnership with Gainesville Podcast Studio: sourced candidates, designed the social rollout, and automated the production workflow with a custom Claude Skill.

Director of Operations | **SCORE North Florida**

Gainesville, FL · August 2023 – April 2026

- Assembled 15 mentors, 8 speakers, 3 judges, and 12 service providers for the **Startup Engine Program**, sourcing the venue and securing **\$10,000 in funding**.
- Architected and emceed the chapter's annual event, **BizBash**, for two years, growing attendance **5x from 15 to 75** local leaders.

Office & Operations Manager | **Newman Counseling Alternatives, P.A.**

Daytona Beach, FL · April 2020 – April 2021

- Rebuilt medical billing for a family therapy practice, auditing every insurance provider and loading data. Cut the weekly workload from **over 10 hours to about 3**, so a \$15/hour hire replaced work the owner had been doing at \$60+/hour, **saving \$25,000+ annually**.
- Wrote the SOPs that trained a **non-technical successor** to run front-office operations and billing without ongoing support.

House Director | **Pi Lambda Phi**

Gainesville, FL · 2019 – 2020

- Managed a **21-room residence** and facilities for a 150-member chapter with an 8-member executive board, including contractor sourcing; risk managed events for **1,000+ guests**.
- Completed **115 tasks** prioritized from member surveys in 30 days, cleared social probation in six weeks, and passed all annual inspections for the first time in a decade.

EDUCATION

B.S., Psychology | University of Florida, 2010

SKILLS

Business Development · Client Acquisition · Consultative Selling · Negotiation · Account Management · Partnership Development · Sponsorship Development · Event Production · Public Speaking · Community Building · Talent Sourcing · Strategy & Operations · Business Operations · Program Management · Standard Operating Procedures · Stakeholder Management · Creative Strategy · Brand Development · Artificial Intelligence (AI) · Large Language Models (LLMs) · AI Orchestration · Workflow Automation

Tools · Claude (MCP, Skills, Projects) · HubSpot · Make · Fathom · Notion · Slack · Google Workspace · Microsoft 365 · QuickBooks · Stripe