



ACACIA WELSFORD, MBA, MS, PMP

CONTACT

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LINKEDIN

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EDUCATION

January 2023
MBA in Healthcare Systems
University of Maine
GPA: 3.9

January 2023
Graduate Certificate in Healthcare
Quality and Patient Safety
University of Southern Maine
GPA: 4.0

January 2020
MSC in Homeland Security and
Emergency Management
Purdue University Global
GPA: 4.0

January 2019
BA in History
University of Portland

- Minor: Environmental Science,
Philosophy
- GPA: 3.9

CERTIFICATIONS

Private Equity Certificate, Wharton
Online and Wall Street Prep, 2023
PMP Project Management Professional,
2024

SKILLS

Risk Management	FEMA Professional Development Series Certificate
Project Management (PMP certification)	Organizational Leadership
Executive Leadership	Staff Management
Risk Management	

PROFESSIONAL SUMMARY

Results-driven business consultant and startup founder with forward-thinking approach centered on company success and competitive growth. Demonstrated record of success in building successful teams and managing profitable operations.

WORK HISTORY

June 2023 - Current
Chief Executive Officer, *WelsfordAI*

- Part of the founding team of WelsfordAI, a health startup that uses AI to optimize health and supplementation for our customers
- Responsible for company founding, scale up, documentation, overall strategy, and product launch.
- Negotiated favorable contracts with suppliers and vendors, ensuring cost-effective procurement processes.
- Established foundational processes for business operations.
- Identified new revenue generation opportunities to maximize bottom-line profitability.

December 2022 - Current
Consultant: Business Operations and Strategy, *Welsford Consulting LLC*

- Combining principles of risk management and financial analysis to generate sound business goals and branding for companies.
- Evaluated client needs and expectations, establishing clear goals for each consulting engagement.
- Managed client relationships through regular check-ins and updates on project progress.
- Assisted clients in navigating complex industry challenges, offering expert guidance and strategic recommendations.

May 2023 - June 2024
Director of Accounting, Finance, and Business Operations, *Nephria Bio*

- Managed the product team for Nephria Bio's flagship wearable hemodialysis device
- Served as project manager for product development
- Directed company series A fundraising efforts including managing investor

relations, company valuation, use of proceeds projections, and forecasted financial statements.

- Performed due diligence on potential mergers, providing accurate valuation models that informed strategic business decisions.
- Liaised with senior management on financial matters, presenting regular updates and ensuring complete transparency regarding the company's financial position.

January 2022 - May 2023

Manager of Accounting, Finance, and Business Operations, *Nephria Bio*

- Developed company marketing strategy and marketing and business plan
- Planned commercialization strategy for company products
- Led the creation of materials for company fundraising initiatives
- Compiled company financial statements, performed financial analysis, advised on company financial strategy.

November 2021 - January 2022

PROJECT MANAGER, *Nephria Bio*

- Managed the project of the company's first medical device development in preparation for commercial release
- Additionally performed HR and training duties for the company, while researching and proposing new projects for company involvement.

May 2021 - November 2021

QUALITY, CLINICAL, AND RISK MANAGEMENT ENGINEER 1, *Nephria Bio*

- Aided in the creation of Risk Assessments and Emergency Response plans for *Nephria Bio*, as well as performed quality assurance, risk assessment, and clinical assistance functions for the company
- Assisted with the creation of the company's webpage as well as numerous training materials for new employees
- Implemented and managed company document control system.

January 2020 - May 2021

CLIENT EXPERIENCE SPECIALIST, *NATIONAL FLOOD SERVICES*

- Assisted National Flood Services with their contract with Allstate as part of FEMA's Write Your Own flood insurance providers for the National Flood Insurance Program
- Processed, wrote, and serviced policies for Allstate agents, as well as communicated directly with agents, insured, and mortgage companies facilitating understanding and compliance with the regulations of the National Flood Insurance Program.

ACTIVITIES

- Member of University of Portland D1 Women's Rowing Team 2015-2019
- West Coast Conference All Academic Honors UP Women's Rowing 2017, 2018, 2019
- 2017-18, 2018-19 Skipper (Co-Captain) of UP Women's Rowing