


ALAN TURKUS

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Acquisition Target

Looking to acquire and lead a Product or Service company generating \$1MM of SDE in greater Minneapolis-St. Paul.

Value Proposition

Strategic and customer-focused leader with a proven track record of driving top- and bottom-line growth while creating value for all stakeholders. Recognized for building strong teams and fostering a positive, results-oriented culture. Develops and executes winning strategies across diverse industries and business stages, including high growth and turnarounds. Expertise spans operations, innovation, and process improvement, with a demonstrated ability to tackle complex challenges and navigate crises effectively. Committed to continuous improvement, community involvement, and delivering sustainable success for both people and businesses.

Areas of Expertise

● Strategic Planning & Execution	● Revenue Growth - B2B and B2C
● Product Innovation	● Voice of Customer Integration
● Trust-Based Relationships & Culture	● Leadership Development & Team Building
● Marketing, Sales, and Brand Strategy	● Turnaround and Crisis Management
● P&L and Financial Management	● Customer Service Excellence
● Technology Solutions & Enablement	● Operational Efficiency & Effectiveness

Achievements & Impact

- Rescued a \$40MM organic food warehouse following a failed ERP implementation by diagnosing and fixing software and inventory issues, improving processes, restoring customer trust, and stabilizing key stakeholder relationships.
 - As Co-CEO, Steered the \$80MM parent company through executive turnover and operational turbulence, returning it to profitability.
- Founding member of the team that built Amazon Publishing into a \$100MM international business within five years.
 - Led Amazon's second-largest publishing imprint with strategy, execution, and P&L responsibility for a \$20MM business.
 - Delivered three years of double-digit growth, doubling revenue, profits, and units sold while building a high-performing cross-functional team.
- Directed end-to-end product lifecycle and customer experience for small business software generating \$62MM annually, representing over 80% of company revenue.
- At B2C early-stage public internet company, spearheaded development and launch of a new product, driving a 35% revenue increase in its first year.
 - Built and led product and project management teams across U.S. and India, overseeing software development and delivery for consumer products used by millions of customers.
- Managed the publishing lifecycle for hundreds of best-selling and award-winning books, including Pulitzer Prize and National Book Award winners.

Professional Experience

Co-CEO Director , Twin Cities Co-Op Partners Co-Op Partners Warehouse	2023 – 2024
Founder & Principal Consultant , ART Consulting	2023 – 2024
Publisher Editorial Director Program Manager , Amazon Publishing	2010 – 2015
Associate Director , Popular Front	2008 – 2009
Director, Product Management , Register.com	2007 – 2008
VP Sr. Director Dir. Product & Project Mgmt. , United Online Juno Online Services	2000 – 2006
Strategist – William Davidson Institute Fellow , Dow Chemical Company	1998
Associate/Assistant Editor , Random House, Knopf, Pantheon, Ecco Press	1990 – 1996

Certifications & Education

University of Michigan, Ross School of Business, MBA Corporate Strategy & Marketing

University of Pennsylvania, BA in History & English

Project Management Institute, Certified Project Management Professional (PMP)

Buy Then Build Acquisition Lab, Premier Accelerator for Acquisition Entrepreneur