**ANDREW KOLIKOFF**

215 E. McKinley Street, Suite 408, Phoenix, Arizona 85004

Phone: (480) 269-2759; Email::andrew@mentormash.com

Linkedin Profile: www.linkedin.com/in/startupbusinessmentor

**SUMMARY**

Perhaps the most subtle but greatest sign of successful leadership is found from a commitment to the regular practice of personal reinvention. Andrew is precisely that leader. An applied scientist, university adjunct professor and resource conservation not-for-profit founder turned entrepreneur, 3 time successful business owner, author, and born progressive leader. Perhaps Andrew's greatest moment came from making the front page of USA Today for a product he invented and launched in 2003 and later obtained NFL, NBA, MLB and NHL licensing for such.  
  
**CORE COMPETENCIES**

►Progressive Leader & Visionary ►Business Ownership/Entrepreneurship ►NonProfit Leader

►Powerful & Prolific Communicator ►Gifted Sales & Marketing Strategist ►Industry Diverse

►Gifted Motivator & Recruiter►Happy & Balanced►Hyper-Focus: Leading “In The Moment”

►Emotional/Spiritual Type Leader ►Motivator of Motivators ►Analytically Brilliant

**CAREER PATH**

**President of Kolikoff & Company, Inc.** (FT & PT) 6/03 to Present  
Now, a leadership (personal development) coaching and corporate culture consulting firm, Kolikoff and Company formerly was an outsourced project and sales management firm originally based on Long Island in New York. Created over $35 million in sales for respective clients and project managed the largest development project in the New York tri-state area in last 35 years.

**Author,** [***Grow Yourself And Grow Your Business***](http://www.amazon.com/Grow-Yourself-Your-Business-ebook/dp/B00NVQR53K)Self Published 9/14   
“The beautiful truth revealed in this book is simply this... that your business will only ever be as good as you. While almost everyone is singularly focused on IT (your business, your company, your dream), within each page you quickly learn about there is a relationship between IT and YOU and that you need to focus on both to find true happiness and scaled success. So, if you are a leader or business owner whose company is struggling or seeks to get to the next level, this book will teach you how to grow yourself in a way to grow it.”

**Principal and Co-Founder of Synergy Sales & Marketing** (FT)8/09-9/14 (Sold interest)  
Synergy provided integrated third party marketing and sales leadership for national international businesses. Synergy’s collective experience included building some of the world’s largest sales forces (e.g., American Express generating almost a ½ billion in sales, GE, Cigna, down to small start-ups). Represented (and counseled) businesses and leaders across across the globe in virtually every industry and every marketplace.

**Co-Owner/Creator of Dreamseats** (FT) 12/03-12/06

►Life and career changing experience.

►Dreamseat – a thematic luxurious leather recliner designed in favorite professional team colors and logo, was created for both the American consumer as well as individual sports franchises wishing to place these seats in desirable locations both on the field (as seen in the NFL and Major League Baseball) and in stadiums across America.

►Front page, (top) cover story (with photograph) USA Today - December 16th, 2004. Also featured on television, in Sports Illustrated in New York Newsday and more.

►Oversaw due diligence, competitive analyses and market research, and managing all aspects of quality control and program development.

►Obtained Original Equipment Manufacturer (OEM) contract and licensing from National Football League, Major League Baseball, National Basketball Association and the National Hockey League.

►Raised over $3 million in working capital, signing-on the third largest recliner manufacturer in the United States, Berkline, to serve as OEM.

►Created and managed all marketing and sales programs and initiatives, generating over $12 million in sales revenue in the first two years.

►Sold business in 2007

**Sr. Science Officer & Dir. of Business Development, Stantec (Formerly Sear Brown)** (FT) 4/99 to 6/03

►Led New York City office and generated more than $40 million dollars in project related fees.

►Managed all environmental science related activities for a national, full-service architecture and engineering firm. Phase I, Phase II Environmental Audits, all related permitting, impact analysis, hazardous site investigation and cleanup.

►Recruited, trained and managed a national staff.

**Co-Founder & Pres., Association For Resource Conservation, Inc.**, (PT) 3/92- ‘03

►Co-founded and created the organization (501.c.3) to provide innovative business and municipal waste reduction solutions.

►Raised $3 million in funding - $2 million from New York State and 1 million from the Rauch Foundation.

►Procured city support in sponsoring (underwriting) the creation of Long Island New York's first material resource center. At “the center” we collected what we considered to be highly re-usable products and materials for repurposing in business and for creative purposes in Long Island public schools.

►Also, developed and managed a municipally supported and sponsored leaf collection system. Said system shipped the leaves to area farms to be disced into sections laying fallow that year. Diverted more than a million tons of organic material that would have been otherwise shipped to nearby landfills.

**Adjunct Professor - Dowling College**, (PT) - Fall 1994 to Spring 2000

►Developed and presented cutting edge, interactive curriculums in the environmental and natural sciences.

►Curriculum development - creator of graduate, career track courses and curriculum and lectured for core environmental and natural science courses.

**Environmental Science Officer, Town of Smithtown**, NY, (FT) 11/90 to 4/99

Municipal government on Long Island in New York. Responsibilities included (but not limited to):

►All County, State and Federal Compliance and Permitting (i.e., OSHA, NYSDEC, SEQRA, NPDES, EPA, NIOSH, NYS Dept. of Health, etc.)

►Impact Analysis - conducted and managed all Environmental Assessments, Environmental Impact Statement review, etc.

►Natural Resource Management and Protection - directed and managed shorelines, wetlands, flora, fauna, etc.

►Waste Management - organized and developed town wide waste reduction education, promotion and collection systems (i.e., recycling systems and management, disposal, hazmat, etc.) One developed program was celebrated and adopted statewide.

►Health & Safety - managed ALL municipal compliance - OSHA, Right To Know, Underground Storage Tanks, Asbestos, Lead, Mold, Fueling Stations, Facility management, etc. Also organized and performed all requisite training for said compliance.

►Public Policy - composed and wrote various town rules and regulations including all requisite policy amendments and modifications.

►Open Space - planning, policy, management, city planning (“smart growth”)

**Engineering Consulting Firm Environmental Scientist** (FT) – Nelson & Pope Engineers,

5/88 to 11/90  
Started first as an intern while working full-time on Masters of Science at CW Post - Long Island University. While as an intern, prepared more than 12 full environmental impact statements (detailed documents prepared to ultimately measure and identify all possible environmental impacts as well as possible developmental alternatives.) After six months, hired as a full-time environmental scientist performing all of the above as well as environmental site assessment, permitting, and other analysis and report related work.

**PROFESSIONAL DISTINCTIONS**

**Voted Mentor of the Year – 2012 Seed Spot**   
Seed Spot is known as Phoenix Arizona’s premiere (business startup) incubator for early stage social entrepreneurs. Assisted and contributed to the growth of many social and environmental businesses - see many of the more than 50 Linkedin recommendations in Andrew’s profile. Developed and delivered Seed Spot’s leadership/personal development program entitled “The Entrepreneur Within” program. Voted Mentor of the Year.

**Voted "Top 40 Business Leader Under The Age of 40"** – 2003 Long Island Business News

**PROFESSIONAL LICENSES/CERTIFICATIONS**

Phase I & Phase II Environmental Site Assessments, E1527-00 & E1903-9, ASTM Trained & Certified

**EDUCATION**

STATE UNIVERSITY OF NEW YORK AT STONY BROOK, Stony Brook New York

Post Graduate Certificate (21 credit hours): May, 1993

CONCENTRATION: Waste Management  
  
LONG ISLAND UNIVERSITY, Greenvale, New York

Master of Science Degree: May, 1989

CONCENTRATION: Environmental Science/Management

HOFSTRA UNIVERSITY, Hempstead, New York

Bachelor of Arts Degree: May, 1986

CONCENTRATION: Biology, Geology, and Anthropology