

PHILIP HAWKEN

703.867.6305 - phawken@me.com - [Linked In Profile](#)

PROFESSIONAL EXPERIENCE:

Hawken Harbor – Owner – 2019-Current

- Founder of professional services consulting firm specializing in business operations, strategy, marketing and communications.
- Developed, implemented and managing Human Resources program for Georgetown Events
- Market analysis, opportunity assessment, strategic planning for H2 Development
- Business development program development and training for Investor Place Media

The Kiplinger Washington Editors – Business Development Manager –2015–2019

- Developed digital partnership strategy with companies such as Dianomi and Smart Assets
- Grew non-advertising revenue by more than 60% in the first year and over 200% overall
- Launched “Kiplinger Marketplace” with more than 50 e-commerce partnerships
- Managed content distribution to partner sites such as Yahoo, MSN and more
- Led partnerships for public relations, social and SEO / web-marketing

Community Wealth Partners – Director of Operations – 2014–2015

- Lead executive for business operations, finance, HR, and digital marketing
- Managed team of 4 consultants focused on SEO, digital marketing and social media
- Clients include: The First Tee, The Casey Foundation, The Gates Foundation and AARP

ESL Music, Inc., Chief Operating Officer – 2003–2013

- Business operations and financial lead for independent record label (Thievery Corporation)
- Revenue management for \$5M business through music distribution and licensing
- Managed direct team of 4 employees and more than 50 independent contractors
- Developed and implemented digital e-commerce strategy via direct and partner channels
- Delivered licensing deals with projects such as: The Sopranos, Six Feet Under, Garden State (film), Jaguar, Mandalay Bay, Skyy Vodka; over 500 music licenses to various projects

Etensity, Inc., Director of Strategy - 2000–2002

- Strategy lead for professional services firm - managed 6 consultants with \$2M/annual revenue

Foofoo.com, Inc., Director of Operations - 1999-2000

- Co-Founder and technology director for Internet start-up company; raised over \$5M in VC

Virtual Emporium, Inc., Vice-President of Technology - 1996 - 1998

- Co-Founder and President of technology group of start-up Internet company focused on using physical retail stores and an Internet portal to introduce online shopping to consumers

Electric Power Research Institute, East Coast Industry Analyst - 1994 -1996

EDUCATION:

- **Syracuse University** – Dual BS in Public Relations & Human Resource Management - 1994