Garrett Wolfe
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EDUCATION

Duke University, Trinity College - Durham, NC   **Class of 2020**
Bachelor of Science in Computer Science | Certificate in Innovation & Entrepreneurship
- Relevant Coursework: Artificial Intelligence, Data Science, Financial Accounting, Computer Architecture, Molecular Biology

Byram Hills High School - Armonk, NY   **Class of 2016**
- Acorda Scientific Excellence Award, 2016 Scholar Athlete of the Year, Chemistry Teaching Assistant

WORK EXPERIENCE

OneGTM - New York, NY   **September 2025 - Present**
Founder & GTM Engineer
- Builds GTM systems and consults on GTM workflows for startups and businesses of all sizes

Galaxy (getgalaxy.io) - New York, NY   **May 2025 - September 2025**
Co-Founder & CRO
- Lead 5-person team building a modern data platform with context-aware AI, collaboration, and access controls for developers & data teams
- Built a multi-channel growth engine from zero with SEO and AEO optimized content, dynamic job boards, and viral marketing strategies, generating 2.5M+ impressions and 12K+ clicks per month
- Drove GTM strategy with 500+ customer calls, 15+ design partners, and a 2,500+ person waitlist - all bootstrapped

Unify (unifygtm.com) - New York, NY   **April 2024 - June 2025**
Growth & Bizops - 9th Employee / First Growth & Bizops Hire
- Spearheaded growth strategy and execution at an early-stage GTM software startup from $400K to over $6M ARR across 3 funding rounds
- Built and owned the automated outbound program from 0 to >$15.0M+ in pipeline within 12 months
- Launched and owned core GTM programs across Partnerships, RevOps, Inbound, and Sales Enablement; developed internal infrastructure for repeatable execution
- Acted as embedded product lead; drove roadmap prioritization via SQL analysis and internal usage & customer insights.

TZP Group - New York, NY   **August 2022 - March 2024**
Growth Equity Associate
- Sourced and diligenced Series A–B software and internet investments for TZP's Growth Equity Fund.
- Built internal tooling to automate outreach, tracking, and personalization.
- Supported fundraising, portfolio ops, tech vendor diligence, and investment memos.

Morgan Stanley - New York, NY   **July 2020 – July 2022**
Investment Banking Analyst - Global Technology Group   **Summer 2019**
- Executed IPO, M&A, and capital raises for public and private software and internet companies.
- Worked on multiple prospective IPO transactions in the healthcare, low-code, travel/experience, and consumer spaces
- Completed deal experience
  - ServiceChannel $1.2Bn Sale to Fortive (July '21) – Exclusive sell-side financial advisor.
  - Grayshift Sale to Thoma Bravo (June '22) – Exclusive sell-side financial advisor.
  - Rigetti Computing $1.5Bn deSPAC merger via Supernova Partners Acquisition Company II (Oct '21) – Sole financial advisor to Supernova and co-lead placement agent on the associated PIPE
  - DraftKings $1.3Bn 7-Year Convertible Notes (March '21) – Lead left bookrunner / stabilization agent on highest ever conversion premium for a 7-year zero coupon financing.

Origin Materials - Sacramento, CA   **Summer 2014 & 2016**
Summer Research Intern
- Emerging R&D company focused on converting cellulosic feedstock into decarbonized bio-chemicals
- Led testing of carbonized HTC alongside Dr. Paul Dornath, PhD to determine the number of acidic functional groups

Shazam Inc. - New York, NY   **Summer 2016**
Summer Intern
- Contributed to sales, product, and PR efforts; assisted with app UX/UI to improve visual recognition feature usage.

University of Michigan Department of Cell & Developmental Biology - Ann Arbor, Michigan   **Summer 2015**
Researcher
- Worked with Marina Pasca di Magliano, PhD to determine the effect of tumor cell conditioned media from iKras mice on macrophages in vitro; Studied the interactions between Hedgehog responsive Gli1+ fibroblasts and cancer cells in 3D culture

SKILLS & INTERESTS

Skills – GTM Tooling (Clay, n8n, etc.), SQL, Data Analysis, MS Office, **Career Coaching**, Python, Java, **35mm Film**
Interests – Cooking, **Tech Substack**, NYC Restaurants, Movies, Traveling, Tennis, Soccer, Marvel, Lustgarten Foundation