

Seth Dallob

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Summary

Seasoned and entrepreneurial COO with a proven track record of success across multiple industries, including startups and established firms. Expertise in managing, mentoring, and developing high-performing teams through collaborative, evidence-based, and iterative principles. Known for exceptional attention to detail, impeccable judgment in ambiguous situations, and the ability to tackle complex challenges. Skilled in all aspects of business operations, from recruiting and HR to strategy and execution.

Employment

JUL 2026 - CURRENT

Teserae AI - *Chief Operating Officer*

- Lead operations, systems administration, and UI/UX for an early-stage AI startup

SEP 2019 - CURRENT

NexGen Housing Partners, Seattle WA - *Partner (COO through July 2026)*

- Provided executive leadership for finance, marketing, maintenance, communications, construction, and property management teams, overseeing a headcount of 25
- Successfully delivered 3 complex multifamily construction projects (141 units total) to completion while optimizing headcount and reducing overhead
- Developed and implemented operational processes, including IT, recruiting/hiring, contracting, project management, and scheduling
- Administered and optimized tech stack including Procore, MS Office, Google Suite, and Quickbooks
- Demonstrated political acumen by successfully lobbying state and local lawmakers for changes to state MFTE law, resulting in millions in portfolio valuation gain with zero budget

DEC 2016 - DEC 2019

Family Office, Bangkok, Thailand - *Managing Member*

- Sourced, fundraised, and managed multiple private equity partnerships across diverse industries and geographies
- Solely responsible for due diligence, execution, financing activities, investor communications, and other management activities

Glencoe Bridge LLC - 46.2% IRR, 1.88 MOIC - Nov 2017 - Oct 2020

Bexvie Partners LLC - 43.7% IRR, 1.72 MOIC - Jun 2016 - Aug 2017

BarrelCo LLC - 29.4% IRR, 1.80 MOIC - Jan 2018 - Jul 2022

Hard Money Lending Portfolio - 138% IRR, 1.29 MOIC - Nov 2017 - Jun 2019

Triple Iridium LLC - 15.9% IRR, 1.33 MOIC - Sep 2020 - Dec 2022

OCT 2015 - DEC 2016

Allstate, Northbrook IL - *Business Consultant - Large/Complex Projects*

- Consulted with executive leadership on the launch, technology infrastructure, and nationwide scale buildout of the Good Hands Rescue Network
- Introduced and led Lean and Agile project management methodologies, focusing on project sustainability and organizational design
- Developed incentive and reward programs to optimize network performance

JAN 2015 - OCT 2015

HONK, Santa Monica CA - Director, Partnership Operations

- Led all operations in HONK's provider network, managing education, support, and growth of roadside assistance and automotive repair partnerships
- Collaborated with CTO to build out provider tech backbone and infrastructure
- Scaled networks throughout the US and Canada, utilizing KPIs and Tableau to drive key business decisions
- Managed company operations through Seed and Series A funding rounds

MAY 2008 - DEC 2014

AAA, Costa Mesa CA - Supervisor, Specialty Networks

- Project and program manager on major tech rollouts including backbone technology supporting millions of roadside assistance requests
- Worked with Senior leadership across the AAA federation to help standardize processes, payments, and technologies
- Developed KPIs, SLAs, vendor network selection criteria, policies and procedures that resulted in massive increases in customer satisfaction and vendor profitability
- Nominated twice for the Cheshire Award of Excellence, the company's highest honor

Education

Drucker School of Business, Claremont Graduate University, Claremont, CA - MBA

California State University, Northridge, CA - BA Radio/TV/Film

Licenses & Exams

- FINRA Securities Industry Essentials (SIE) Exam - Passed Oct. 2026
- FINRA Series 7 General Securities Representative Exam - Passed Oct. 2026
- In progress: Series 65 and Series 79

Skills

- Executive Leadership
- Team Management & Development
- Strategic Planning & Execution
- Financial Management
- Project Management (Agile/Lean)
- Operations Optimization
- Technology Implementation
- Stakeholder Communication
- Business Development
- Change Management

Other

- Private Pilot with Instrument Rating
- Board Secretary, Hacker Dojo
- FINRA Arbitrator
- Private Chef / Proprietor of Tahoe Persian Kitchen
- Owner / Proprietor of Reno-Tahoe Charcuterie Co.