

# Sean A. Foorman

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*Sustainable Aquaculture professional with experience in the design, fabrication, and operation of recirculating and flow-through systems. Well versed in building and managing specialized teams and preparing and executing project strategies associated with environmental permitting, facility construction, equipment sourcing, personnel training, experimental design, continuous process improvement, and more. Additional experience with customer success strategy, business development and outreach, as well as CRM software, data management systems, technical writing and communication.*

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## PROFESSIONAL EXPERIENCE

- Head of Growing Systems, Project Manager** – Running Tide Technologies, *Portland, ME* 09/2018–02/2024
- Led the construction and operation of shellfish culture facilities, spawning several species & billions of animals
  - Spearheaded Bus. Dev. outreach and project proposals with detailed budgets for collaborative research with project partners
  - Designed and oversaw production schedules and budgets aimed at optimizing system efficacy and productivity
- Production Supervisor, Farm Manager** – VeroBlue Farms, *Saint Louis, MO* 10/2016–02/2018
- Achieved the highest growth rates company-wide for 8 consecutive months, harvesting over 12 tons of barramundi
  - Effectively communicated fish health findings with company veterinarian in order to maintain health of fish populations
  - Strategized and executed on fish culture activities including feeding, grading, transporting, and harvesting fish
  - Carefully monitored and maintained physical equipment and water quality in order to optimize fish health & growth
- Manager, Inside Sales Technical Support** - Cisco Meraki, *San Francisco, CA* 8/2013–09/2015
- Directly contributed to over \$3.5 million in revenue over a single fiscal year, working with over 300 customers
  - Managed a small team optimizing customer trial experiences, ensuring maximized sale conversion rates company wide
  - Performed over 20 highly technical presentations in-person, introducing commercial Cisco partners to Meraki hardware
- Aquaponics Research Associate**, Inka Biospheric Systems, *Pescadero, CA.* 4/2013–09/2013
- Constructed hydroponic troughs, rafts, and installed plumbing throughout a highly technical Aquaponics system
  - Carried out independent research aimed at maximizing Aquaponics production (both fish and produce)
  - Consistently monitored greenhouse environment & water quality using specialized greenhouse technologies
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## EDUCATION

- Institute of Aquaculture, University of Stirling** Stirling, UK
- Master of Science *with Distinction*, Sustainable Aquaculture (Business Mgmt. Track) 2015-2016  
Coursework in systems management, economic analysis, fish husbandry, aquatic chemistry, pathology, ecotoxicology
- Stanford University** Stanford, CA
- Master of Science, Earth Systems; **GPA: 3.930** 2012-2013  
Specialization in aquatic biology and ecology, ecosystems modeling, aquatic chemistry
  - Bachelor of Science, Earth Systems; **GPA: 3.633** 2008-2012  
Coursework: marine biology & oceanography, environ. policy/planning, coastal resource management
  - Minor, Environmental Engineering 2008-2012  
Coursework: hydrological engineering, watershed management., water resources engineering

**Awards:** Dean's Award for Academic Achievement, Earth Sciences Award for Outstanding Mentoring

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## SKILLS/CERTIFICATIONS

- Technical writing experience including grant proposals and scientific reports (ready to provide samples)
- CPR Certified, First Aid Certified, Emergency O<sub>2</sub> Certification, Rescue/Scientific SCUBA Diver certified
- Volunteer work with Habitat for Humanity, Camp Kesem Schools, Manitou Springs Schools Mentor