

Nick Giulioni

Looking for a fun and challenging new opportunity. **AI product, solutions, enablement, and forward-deployed** work for construction tech and field-service software. Remote or Indianapolis.

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SUMMARY

Operator who doesn't accept the status quo. I keep improving how the business runs. Led a \$150 million annual e-commerce budget at Razer. At Corsair, Rookie of the Year then the President's Award, with more than 50% year-over-year peripherals growth to the number-one NPD share. Led global sales and merchandising for Portal and Oculus at Meta. Ran a \$3 million+ construction business supporting 3,000 doors across Greater Indianapolis. Now I ship AI products and still operate. Looking for a fun and challenging new opportunity in AI product, solutions, enablement, and forward-deployed work for construction tech and field-service software.

BALLPARK BRIDGE

I built Ballpark inside a construction company because estimating was too slow and too hard to standardize. It is now a standalone product. The product work I am targeting comes from that same path. I operated the business, then I built the tool.

EXPERIENCE

Ballpark

Builder, AI construction estimating

2025–present

- Built inside a construction company because estimating was too slow. Now a standalone AI product.
- Current product work; see **Selected work**.

Off Leash Construction

CEO

Oct 2023–Jul 2026

Indianapolis

- Helped grow the business to more than \$3 million in annual revenue in its first year.
- Launched a maintenance department supporting more than 3,000 doors across Greater Indianapolis.
- Launched Ballpark, an automated pricing tool for construction estimates.

Facebook / Meta

Ecommerce Sales Manager; then
Global Sales & Merchandising Lead,
FRL

Nov 2019–Mar 2022

Menlo Park

- Led global sales and merchandising work for Facebook Reality Labs and VR hardware.
- Portal units grew 300% and Oculus units grew 450% during my tenure.

Corsair

Senior Ecommerce Sales Manager

Oct 2017–Nov 2019

- 2018 Rookie of the Year, then the 2019 President's Award, in two consecutive years.
- Took over the team running Amazon, B&H, Best Buy, and Walmart when peripherals were losing shelf share.
- Delivered more than 50% year-over-year peripherals growth to the number-one NPD share.

Razer

Sr. Ecommerce Manager

Apr 2016–Oct 2017

- Delivered 70% year-over-year growth in managed accounts and earned Amazon Gold Status.
- Was the global Amazon subject-matter expert, including work with Razer teams in Germany and Singapore.
- Led a team of six with more than \$150 million in annual budget.

EARLIER EXPERIENCE

TP-LINK USA

Account Executive
May 2015–Apr 2016

Launched TP-Link's Amazon, Jet, and eBay marketplace program. Managed an approximately \$30 million Amazon direct budget.

D-Link

Consumer Sales Manager
Jul 2014–May 2015

Promoted from inside to outside sales in three months. Built an automated Excel and web-scraping MAP-pricing monitor covering more than 50 SKUs.

Arclyte Technologies

Account Manager
Jun 2013–Jun 2014

Grew the primary distribution account 200%.

Newegg.com

Fraud Analyst, Merchandiser,
Laptop/Notebook Buyer
Dec 2011–May 2013

Moved from fraud analysis to merchandising and laptop buying.

OPERATING HISTORY

Operator and owner of **The Wilds Wedding Venue** in Bloomington, Indiana, since 2022, **Laural Mill**, a wedding venue acquired in 2023, and **Off Leash Investments**, a rental portfolio since 2016. These businesses are the operating environment behind Ballpark and the products in **Selected work**. They are not the focus of the target roles on this resume.

EDUCATION

University of Southern California, Marshall School of Business, 2009-2012.

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