

WILL FOSTER

Generalist

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Dayton, Ohio

EXPERIENCE

FOUNDER, PRINCIPAL

quantum foam

5/23-Present

- Leading the development of quantum foam, a startup firm currently in stealth mode, focused on business innovation, collaboration, and strategic growth.
- Scaled the team from an original group of 2 to 15, driving early-stage growth and operational success.
- Managing client engagements across multiple sectors, providing strategic support for scaling and development.
- Building a network of entrepreneurs, investors, and professionals to foster collaboration and drive new opportunities.
- Developing future investment pathways and strategic partnerships to support the firm's expanding ventures.
- Overseeing efforts to connect businesses with technology solutions while exploring potential areas for growth.

PORTFOLIO MANAGER

The Entrepreneur's Center

1/23 - Present

- Key role in administering a \$29M state funded program, focusing on scaling early stage startups.
- Oversee a diverse portfolio of over 90 tech startups in sectors like energy, life sciences, SaaS, biomedical, advanced materials, and manufacturing.
- Scaled a team of executive-level subcontractors and subject matter experts from 20 to over 40, overseeing their deployment to support and scale early-stage startups. Responsible for budget oversight of the team.
- Developed the first comprehensive resource toolkit for the EIR team, increasing efficiency in portfolio support
- Coordinated dozens of events with community partners to drive value to our portfolio.
- Ongoing in-depth portfolio management, gathering metrics, strategizing communication, and providing personalized referrals.
- Assess and vet new startups through pitch sessions to select high-potential companies for the program.
- Oversee a diverse portfolio of 90+ tech startups spanning sectors such as energy, life sciences, SaaS, biomedical, advanced materials, and manufacturing.

EDUCATION

Sports Science

Bachelor of Science

Wright State University

COMMUNITY

UD Flyer Pitch

Round 1&2: Tech Track

Judge - '23

Dayton Start-up Week

Pitch Competition

Judge - '23, '24

BBB Spark Award for

Entrepreneurship

Winner '21

Dayton Startup Week

Moderator - '21

Speaker - '19, '22, '23, '24

Planning Team - '24

Startup Grind Dayton

Board Member '19

Covid Support

'20

Coordinated 10,000+ free or reduced priced meals to the Dayton community.

Networking

'23 - present

Lead two separate monthly networking groups for entrepreneurs, students, and local service providers at no cost to them.

Mentorship

'18 - present

Currently providing free, ongoing coaching support to 11 entrepreneurs and students

PROJECT MANAGER

*Montgomery County Public Health
Rainbow Eldercare*

11/22 – 12/23

- Guided the project from ideation through early development, shaping its vision and strategy.
- Secured a \$15,000 grant from the Dayton Foundation, launching the Dayton Q+ Youth Center project.
- Led monthly meetings with 20+ volunteers, enhancing team collaboration and task delegation.
- Raised over \$5,000 at the kickoff event with 150+ attendees, including local city leaders.
- Expanded the project's influence and forged strategic partnerships through targeted engagement with key community leaders.

MANAGING PARTNER

Revolution Group Fitness

7/22 – 8/23

- Co-led the acquisition of Revolution Group Fitness, ensuring seamless business continuity.
- Developed and implemented a brand strategy, boosting studio visibility and attracting a diverse clientele.
- Facilitated hiring, securing a top trainer central to client engagement and retention.
- Spearheaded innovative class programming, enhancing the curriculum and attracting a broader client base.

SOLUTIONS CONSULTANT

LexisNexis

8/20-7/21

- Delivered training on various legal research software to a region encompassing 600+ law firms and provided consulting support to the entire portfolio of firms.

FOUNDER, DIRECTOR, CHIEF EATING OFFICER

picnk

3/18 – 10/22

- Expanded Picnk from a team of 3 to 25 employees, driving an average yearly sales increase of 42% through strategic leadership.
- Spearheaded the transition from a modest facility to a premier sports club in Dayton (2019) and negotiated the takeover of their Food & Beverage program (2021).
- Partnered with The Dayton Foodbank during COVID-19, supporting their team and The Ohio National Guard with nutritional aid.
- Recognized by the Dayton Business Journal as a 'Top Start-up to Watch' in 2019 and 2021.

COMMUNITY

Funding

'24

Provided the first microloan to an early tenant of the Dayton 6888 Kitchen Incubator '24

lululemon

Ambassador '19-'22

Legacy '23 - present

lululemon Holiday Collaboration

'19

Led a small team to produce over 2,000 bowls of chili for underserved communities in Dayton with lululemon's support.

lululemon Pride Collaboration

June '23

Facilitated a Pride event collaboration between Closet Transformation and Lululemon, offering a private, trans-affirming shopping experience for 10 individuals. Lululemon staffed the store, hosted a yoga session, and gifted each participant an outfit.

lululemon Pride Collaboration

June '24

Gathered stories from Dayton's LGBTQ+ community to highlight awareness for Pride. Lululemon Dayton turned this project into their Pride newsletter.

Wellness

July '24 - Present

Lead a short, virtual light stretch session twice a week that is free to attendees.

SMALL BUSINESS CONSULTANT

Foster Project Management

3/18-4/23

- Delivered one-on-one business planning sessions with entrepreneurs, outlining strategic objectives and growth strategies.
- Customized operational workflows in personal consultations to enhance efficiency and productivity for entrepreneurs and small business owners.
- Facilitated networking opportunities, helping entrepreneurs connect with relevant business contacts and partnerships to support their growth.
- Developed individualized policies and procedures during consulting sessions to streamline internal processes.
- Served as a speaker at various educational and industry events

PERFORMANCE COACH

Foster Athletic Advancement

8/13 – Present

- Built an extensive client roster, conducting over 22,000+ fitness sessions resulting in client achievements in weight loss, muscle development, cardiovascular fitness, and improved military test scores through customized training and nutrition plans.