

DAVID VIVEROS SALAZAR

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Target Statement

Looking to acquire an online product or content business in the automotive or industrial tool industry generating \$400k - \$500k in Seller's Discretionary Earnings that can be operated entirely online

Value Proposition

Ambitious entrepreneur with 10+ years of experience developing early-stage technology. 2+ years of experience operating an online business focused on the manufacturing and selling of automotive and industrial tools online. Currently generating \$1.2M+ in annual revenue.

Areas of Expertise

- Operational Excellence
- Inventory Forecasting
- Remote Team Management
- Accounting & Finance
- Chinese Product Sourcing
- Process Automation

Achievements & Impact

- Established entirely remote team spanning the US and the Philippines
- Diversified single-source Chinese supply chain
- Developed online tools for inventory forecasting and management
- Awarded 2021 Small Business Innovation Research grant by NASA Ames
- Reduced sensor product COGS by 40% in first year
- Launched web application via partnership, resulted in \$0 of additional operational costs
- Increased sensor product performance by 10x in first 6 months
- Eliminated capital equipment expenditures of \$120k through industry partnership

Professional Experience

Owner & Operator

PMD Products

Jan 2022 – Present

Sales of automotive and industrial-grade tools on Amazon, eBay, and Shopify

Founder & President

Redwood Labs

Jan 2020 – 2023

R&D engineering consulting and product development of laser-based gas sensors.

Co-Founder

Resonance Labs

June 2018 – Dec 2019

Led technical and business development of novel near-eye augmented reality display technology.

Graduate Researcher

Stanford University

Sep 2014 – April 2019

Led laser-based gas sensor research for biomass gasification and spacecraft reentry applications.

Associate Engineer

Air Force Research Laboratory

Jan 2012 – Aug 2014

Led and supported fluid dynamic mixing and visualization studies for rocket engine development.

Certifications & Education

Buy Then Build Acquisition Lab

Stanford University, MS and PhD in Mechanical Engineering

California State University – Long Beach, BS in Mechanical Engineering

PADI Rescue Diver Certified

Student Pilot Certificate