

Sam Hagopian

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Global Horticulture Professional, Process Optimizer, Consumer Goods Innovator, and Educator experienced in providing strategic planning, execution, and technical leadership based on organizational objectives. Creative leader with strategic vision, analytic thinking, and interpersonal skillset that facilitate effective results.

EXECUTIVE VALUE

Strategic and Critical Thinker:

- Formulate and assess plans based on situation analysis, data synthesis, context, budget, personnel, and technical systems.
- Clearly define problems and enable solutions using long-term, large-scale, multi-entity execution plans.

Highly Effective Communicator:

- Connect with audience, exhibiting strong interpersonal skills.
- Explain complex concepts in a way that is both easy to understand and easy to remember.

Process Optimizer:

- Assess projects, processes, systems, facilities, and personnel for improvement opportunities using Quality Systems.
- Assemble, prioritize, and optimize resources while adhering to Regulatory, Phytosanitary, and Organizational policies.

Leader and Capability Builder:

- Teach and lead naturally, focused on engaging individuals and organizations in strategy, knowledge, inclusion, and safety.

RESULTS ACHIEVED

- ✓ Reduced production time by 21% and increased speed to market by 29% in a world-class Geranium facility producing 30+ million cuttings annually.
- ✓ Directed a 120,000ft² cannabis facility, increasing yield by 25%, while reducing inputs by 40% and labor by 25%.
- ✓ Managed and renovated 250+ flower varieties and 30+ species, increasing total market share by over 5%.
- ✓ Built Operational Standards and KPIs for cultivation facility that resulted in improvements in quality, capacity, and yield.
- ✓ Optimized safety, quality, cost, and reliability in a top-notch cultivation facility producing 250+ million cuttings annually.
- ✓ Engineered multiple custom plant breeding and evaluation databases, resulting in an 80% reduction in labor cost.
- ✓ Lobbied and successfully legalized multiple plant species for production in Nicaragua, increasing commercial offering by 5%.
- ✓ Effectively negotiated patent and licensing agreements.

CAREER SUMMARY

President

Arben Enterprises

Own and operate an ISO 9001-2015 compliant manufacturing facility producing military grade products.

Senior Director of Production

12 Peaks Farms

Directed cannabis facility in achieving quality, proficiency, KPIs, and cost efficiencies.

Project Manager/General Contractor

Self Employed

Designed, engineered, organized, and constructed my house by hand, from scratch.

Partner Product Manager

Ball FloraPlant

Controlled global business activities, product development, production viability, and grower education for 50% of company's portfolio.

Managing Coordinator

CO State Univ. Flower Trial Garden

Managed proprietary products while fostering ideal plant growth, educated students and citizens, and managed partner relationships.

Principal Investigator & Teaching Assistant

CO State Univ. Horticulture Department

Obtained funding through grant writing, spearheaded research, and published papers.

BRANDS IMPACTED



EDUCATION

M.S. Horticulture

Colorado State University

B.A. Ecology and Evolutionary Biology

B.A. Psychology

University of Colorado, Boulder