

# Daniel Quinn

Sleepy Hollow, NY  
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## Summary

Strategic operations leader with over a decade of experience designing scalable systems, leading cross-functional teams, and managing multimillion-dollar budgets in complex, high-visibility environments. Skilled at building workflows that balance compliance and user experience while ensuring operational excellence without stifling innovation. Known for clear and empathetic leadership that strengthens team culture and accountability while driving measurable improvements in efficiency, retention, and service quality. Passionate about technology-driven operations with a proven ability to integrate people, process, and platform to deliver seamless, compliant, and community-centered experiences.

## Skills

- Strategic Operations Management
- Leadership & Team Development
- Stakeholder Engagement
- Growth Oversight & Execution
- Player-Coach Leadership Style
- Contracting & Fiscal Oversight
- Innovation & Continuous Improvement
- Root Cause Analysis
- Data-Informed Decision Making
- Change Management & Agility
- Process Efficiency
- Cross-Functional Collaboration

## Experience

### **CATAPULT LEARNING - OCT 2013 - SEPT 2025**

#### **REGIONAL DIRECTOR OF OPERATIONS** SEPT 2021 - SEPT 2025

- Reported directly to the VP of Operations and collaborated with executive and regional leadership team on program launch and execution, revenue reporting, fiscal projections, and annual budgeting.
- Served as liaison to New York City and State Departments of Education, overseeing contract submissions and fund utilization for over \$100M in COVID learning loss recovery initiatives.
- Lead cross-functional problem-solving to align with complex government requirements while exceeding client expectations and advancing student achievement.
- Managed a team of 6 direct reports - including managers, analysts and supervisors - alongside over a dozen secondary reports and a field staff of hundreds.
- Oversaw the scheduling, data management, and invoicing for thousands of monthly services spanning multiple departments, clients, and regulatory frameworks.

#### **DEPUTY DIRECTOR - PROFESSIONAL DEVELOPMENT** SEPT 2020 - AUG 2021

- Served as compliance liaison and primary point of contact between Catapult, our school partners, and the NYC DOE to ensure that all educational content, program documentation, reporting efforts, and invoicing were aligned with federal, state, and local guidelines.

- Collaborated with regional sales teams in order to guarantee a seamless client experience.
- Drove performance by establishing and monitoring KPIs at the individual and group level.

**MANAGER - PROFESSIONAL DEVELOPMENT** SEPT 2018 - AUG 2020

- Planned and executed institute days for up to 500 educators at a time.
- Conferred with and advised Principals and School Leaders regarding how to best utilize federal funds to maximize students' academic achievements.

**SUPERVISOR - PROFESSIONAL DEVELOPMENT** SEPT 2014 - AUG 2018

- Responsible for producing over \$25 million worth of Work Plans, consisting of cost sheets, instructional narratives, service calendars and school lists for submission to the NYC Department of Education.

**ADMINISTRATIVE ASSISTANT** OCT 2013 - AUG 2014

- Facilitated hiring over 200 teachers for an Extended Year Learning Program.

**FORDHAM SCHOOL OF LAW - OFFICE OF THE DEAN**

**ADMINISTRATIVE ASSISTANT** MAY 2012 - SEPT 2013

- Assisted Dean Michael Martin with his daily schedule and travel plans.

**Education**

Fordham University, Lincoln Center - BA in Visual Arts with a concentration in Film - June 2012  
Recipient of Susan Lipani Award for outstanding work as a senior, Dean's List 2010-2012

**Volunteer**

**SLEEPY HOLLOW CINEMA**

**BOARD MEMBER** NOV 2025 - PRESENT

- Help guide the strategic, operational, and fundraising direction of Sleepy Hollow Cinema, a non-profit working to unite the community through a shared love of film. This role combines community leadership, creative vision, and hands-on support for events and organizational growth.