

Nate Sullivan

writer/strategist/technical marketer

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overview

With fifteen years of experience in marketing, product management, and technical writing, I've spent most of my career figuring out how to communicate complicated things in a way that makes sense to the people who need to understand it.

work history

Director of Marketing, Gooten (2019-present)

- team of one (3 as of 2020!), responsible for organic revenue growth, messaging & copywriting, sales enablement, naming things

Senior Director of Marketing, FiscalNote (2015-2019)

- promoted from product marketing manager to department head over the course of four years
- oversaw multiple product launches/re-launches, company rebranding, and acquisition of CQ Roll Call; company grew from ~80 people to over 400, annual revenue grew from ~1m to ~70m

Director of Product Marketing, Contactually (2014-2015)

- ran content strategy, eventually turned into product marketing
- responsible for supporting organic revenue growth, automated onboarding, messaging
- company eventually acquired by Compass

Co-Founder, Efficiency Exchange (2012-2014)

- early stage startup; work included everything from fundraising, to product management, to demand generation

Product Marketing Manager, Bamboo Solutions (2008-2012)

- promoted from technical writer/junior product manager to company's first product marketing role
- extensive content creation, wrote documentation, marketing copy, video scripts, email campaigns, etc.

Technical Writer, Astro-Med (2005-2006)

- wrote and maintained complex documentation for wide variety of printers, test & measurement devices, software, medical equipment, etc.

bonus stuff I also do

... deploy/manage a CMS, record & edit audio/video, write & record voiceover scripts, create simple animations and motion graphics, hack CSS, build a static website, re-organize things (product catalog, knowledge base, department, process etc.), set boundaries for small children