

Samuel C. Hampsher

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Summary

- ❖ Managing director of BOTEK Analysis LLC.
- ❖ Experienced developing and managing multiple six-figure research budgets for public and private clients, and managing a publicly-minded policy research and consulting firm.
- ❖ Proven ability to conceive, design, and implement business structures which support long term growth.
- ❖ Proven ability to recruit, train and mentor teams that succeed by deploying persuasion, strategic negotiation, mediation & conflict resolution.
- ❖ Broad and deep interest in public policy at international, national and regional levels, including criminal justice, corrections, drug policy, tobacco policy, transportation, and environmental policy.

Managing Director

BOTEK Analysis LLC (Los Angeles, CA)

December 2017 – Present

Responsibilities include:

- Managing BOTEK's project work including the production of original studies and surveys, literature reviews and technical implementation and assistance.
- Serve as point person for key clients including governmental organizations, non-profit and commercial clients.
- Oversee key BOTEK staff including director level managers, project managers, researchers and assistants.
- Managing development efforts both for existing clients, and new business opportunities.
- Overseeing financial management of all BOTEK projects; and of the company as a whole; and reporting results to the Chairman.

Education and Qualifications

Professional Certificate in Global Sustainability

University of California at Los Angeles 2013, Distinction

Master of Science (MSc) Environmental Sustainability

University of Edinburgh (UK) 2011, Distinction

Bachelor of Arts (BA) Politics & Philosophy

University of Southampton (UK) 2009, Upper Second Class

Key Skills

Organizational Development ♦ Project & Operations Management ♦ Research Management
Leadership ♦ Consulting ♦ Client Management ♦ Strategy ♦ Mediation & Conflict Resolution
♦ Entrepreneurship

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Professional History with BOTEC Analysis

Chief Operational Officer & Chief Financial Officer

BOTEC Analysis LLC (Los Angeles, CA)

January 2016 – December 2017

- Successfully recruited teams of researchers and subject-matter-experts to ensure the optimal performance of the organization in general and success of each project.
- Oversaw the management BOTEC's tobacco and cannabis work, supporting clients such as Phillip Morris International, Altria and Jamaica's Cannabis Licensing Authority (CLA) among others.
- Designed, implemented and managed systems for reporting finances to executive level, and established and exceeded profitability targets for more than 25 projects.
- Reduced Operating Expenses by over 18%
- Managed finances of the 2016 Cannabis Science and Policy Summit: an international conference, attended by over 100 speakers and panelists from around the world.
- Lead team to research market for BOTEC's products and services, identify strategically valuable focus areas, and set development goals in those areas.
- Secured buy-in from stakeholders to create BOTEC's strategic plan which articulates the mission, focus, methods and goals to staff, contributors, and partners.
- Worked directly with CPA, General Council and CEO to ensure highest standards of financial and regulatory compliance.

Executive Researcher and Project Manager

BOTEC Analysis LLC (Los Angeles, CA)

2013 – 2015

- Managed multiple six-figure projects, bringing them in on time and under budget.
- Implemented project management protocol for research projects which ensured projects met client expectations while safeguarding profitability.
- Successfully negotiated rates with clients and personnel to secure financial success.
- Supported the management BOTEC's tobacco and cannabis work, supporting clients such as Phillip Morris International, Altria and Jamaica's Cannabis Licensing Authority (CLA) among others.
- Contributed original articles on the school-prison pipeline, the hemp industry, voter-led initiatives on cannabis regulation and the Paris Accord.
- Provided administrative and research support to academic and consulting projects.
- Able to increase number of paid speaking engagements, and negotiate higher rates for repeat events.
- Identified, hired, and trained Executive Research Assistants.