

LARRY THORPE

Growth-Stage Operator

Larry Thorpe works in growth-stage environments where revenue and operations need alignment. His background spans military logistics, multi-location retail sales operations, and founder-led manufacturing, with a consistent focus on building systems that support execution.



He has led revenue operations across 43 retail locations, built and scaled a direct-to-consumer manufacturing company generating over \$2M in revenue, and helped grow a national communication initiative that mobilized more than six million supporters. In each case, the work centered on structure — clarifying accountability, reducing friction, and creating repeatable performance.

Thorpe is most effective in environments where growth has outpaced process. His approach is straightforward: understand the constraint, build the structure, and execute consistently. He values clear incentives, disciplined execution, and teams that take ownership of outcomes.

He is currently focused on partnering with organizations where operational clarity and revenue alignment create meaningful scale.

Core Focus

- Revenue and operational alignment
- Scaling founder-led organizations
- Process simplification and accountability structure
- High-constraint execution environments

Currently partnering with organizations where disciplined execution and operational clarity drive meaningful growth.