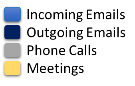


****Jonathan W. Jones

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**JonathanWJones.com**

**Jonathan’s Daily Average Productivity**

**EXPERIENCE**

**Investment Analyst** [Strond Capital] - (Remote, various locations) May 2020 – Present

* Source, analyze and **develop a thesis for each newly proposed investments.**
* Read and **translate data** gleaned from **10-K’s, 10-Q’s, 8-K’s, and prospectuses**.
* Research and write detailed **investment recommendations** for shareholders.
* Provide **trade settlement data**, coordinate the **delivery/payment of securities**, and **answer investor requests**.

**Operations Analyst/Associate** [Kaseya] - (Miami, FL) August 2018 – April 2020

* **Analyzed data across multiple Salesforce CRMs to identify Business Development opportunities.**
* **Resolved issues in the product/service delivery pipeline through systematic process monitoring and analysis.**
* **Deployed high-level analytics** to efficiently and effectively **price, manage and staff client engagements**.
* **Performed data analysis** for sales forecasting, pipeline management, executive dashboard creation.

**Business Development Data Analyst** [Castle Group] – (Plantation, FL) September 2016 – August 2018

* Built **budget forecasts, cashflow projections**, and **investment analyses** to manage Condo/HOA revenue.
* Used previously untapped data to help the company **streamline operations and garner new customers**.
* Collected, analyzed, and **delivered relevant consumer data** to the CEO, CFO, COO, and company Vice Presidents.
* Conducted **market trend analyses** that **influenced corporate strategy** and made **budgetary recommendations**.

**Data Analyst** **II** [Florida International University] - (Miami, FL) May 2014 – September 2016

* Proactively **identified marketing and enrollment trends** to capitalize on student buying behaviors.
* **Planned and executed data collection projects** targeted to the University populace.
* Created and reported on key metrics to measure and **improve revenue-generating operations** and enrollment.
* Provided quantitative reports to executives in Excel/Tableau, **delivering actionable intelligence to decision-makers.**

**Pricing Analyst/Treasury Analyst** [CORESTAFF Services] - (Atlanta, GA) October 2012 – April 2014

* Analyzed and **developed strategic labor pricing** for new, current, and prospective clients.
* Forecasted, monitored and tracked cash flow to **manage and reconcile daily cash** application and disbursements.
* Received and processed incoming/outgoing wire **transfers of company assets up to $25 million**.

**Commodity Broker** [Statewide FX, Inc] - (Los Angeles, CA) February 2009 – Jan 2010

* Earned a **Series 3 License** to trade commodities on the Chicago Mercantile Exchange.
* Garnered **374 new clients** and developed company’s customer retention strategy.
* Served as the **youngest federally-licensed broker in the firm’s history**.

**EDUCATION**

**Bachelors of Science - Marketing** Rutgers University

**International Politics – Study Abroad Program** University of Oxford, via NYU

**Masters of Public Policy Program**  UCLA

**Graduate-level Statistics & Economics MOOC courses** M.I.T.

**SKILLS**

Tableau Desktop

Data Visualization

Microsoft Excel

Data Analysis

Registered Economist

The American Economic Association

Financial Analysis

Microsoft Office

Pricing Strategy

Market/Pricing Analysis

Marketing Strategy

Relational Databases

Google Analytics

Salesforce.com

Market Research

Social Media Marketing

CRM Databases Strategic Planning