

# Jonathan W. Jones

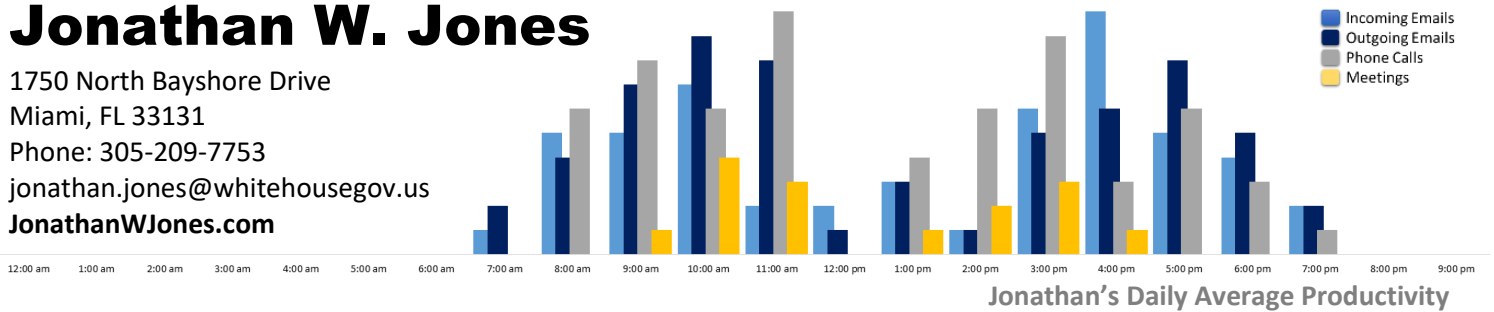
1750 North Bayshore Drive

Miami, FL 33131

Phone: 305-209-7753

jonathan.jones@whitehousegov.us

JonathanWJones.com



## EXPERIENCE

### Operations Analyst/Associate [Kaseya] - (Miami, FL) August 2018 - Present

- **Analyze data** across multiple Salesforce CRMs to **identify Business Development opportunities**.
- **Enhance workflow** and cross-departmental engagement through the **design of logical/systematic process building**.
- **Deploy high-level analytics** to efficiently and effectively **price, manage and staff client engagements**.
- **Provide timely data analysis** for sales forecasting, pipeline management, executive dashboards, and contract status.

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

- Build **budget forecasts, cashflow projections, and investment analyses** to manage Condo/HOA revenue.
- Use previously-untapped data to help the company **streamline operations and garner new customers**.
- Collect, analyze, and **deliver relevant consumer data** to the CEO, CFO, COO, and company Vice Presidents.
- Prepare budgetary recommendations to the VP of Business Development based on **market trend analysis**.

### 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.
- Proactively identified emerging economic trends to **take advantage of changes in the labor market**.
- Serve as the **SME on workforce economics** across the US and 4 Canadian provinces.
- 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**.

### Product Marketing & Pricing Analyst [Cypress Communications] - (Atlanta, GA) June 2011 – October 2012

- Interfaced with Legal, Marketing, and Finance departments on **complex customer contract revisions**.
- Assisted with the **development of pricing, creating profitability analysis** models, and projected revenue reports.

### 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**

**International Politics – Study Abroad Program**

**Masters of Public Policy Program**

**Graduate-level Statistics & Economics MOOC courses**

Rutgers University  
University of Oxford, via NYU  
UCLA  
M.I.T.

## SKILLS

Tableau Desktop  
Data Visualization  
Microsoft Excel  
Data Analysis

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

(References available upon request)

Registered Economist  
The American Economic Association

