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# JONATHAN DAVIES

Technologist and Industry Transformation Professional

## SUMMARY

To utilize my knowledge that intersects technical know-how, networking know-who, left brain creativity, and Silicon Valley analytical seasoning for the digital sector and enabling high-growth initiatives that drive powerful, revenue-generating, business solutions and opportunities.

## EXPERTISE

- **Credible & multifaceted technologist:** I'm a highly motivated, performance-driven, Technology pacesetter with 10+ years of success assessing, strategizing, and leading organizations towards identifying opportunities for transformation and growth. My true super-powers are realized when committed to teams and companies in the SaaS, FinTech, Professional Services, Design, Business Intelligence, and Platform-based business models spaces.
- **Well networked:** With an expansive industry network and access to a fantastic knowledge base of people and have worked with literally hundreds of technology businesses making me flexible and highly adaptable.
- **Design and systems-oriented thinker:** Able to lead teams in the delivery of high-concept strategic transformative products and roadmaps to Fortune 500 companies, Government organizations and high growth technology companies.
- **People focused:** A sterling leader, coach, and educator with deep expertise in technology development, strengthened by intellectual curiosity and stakeholder management, grounded in real-world technical experience.

## WORK EXPERIENCE

### New Zealand Trade and Enterprise (NZTE)

#### Head of High Growth Technology

09/2015 - Present

- Provide a suite of services to multiple technology companies in New Zealand, enhancing their presence, business development capabilities and access to new markets within North America.
- Lead the planning and execution of a range of growth initiatives that drove increasing success for companies within portfolio.
- Recruit, develop, and manage a network of high-performance advisors that improved operational efficiency across multiple businesses, harnessed new markets and raised revenue gains of portfolio companies.
- Identify business model within NZTE portfolio and with key partners, drove increase of the nation's GDP contribution from technology businesses over the last three years.

### NASDAQ Entrepreneurial Center (YEx)

#### Board of Advisors

03/2017 - Present

- Served as Advisory Board member to the Nasdaq Entrepreneurial Center, working with entrepreneurs around the globe in accordance with organizations mission, education and outreach.
- Provided expertise support and advisement teams, ensuring the integration of change management activities into organization plans.
- Built cross-functional relationships at all levels to effectively influence and drive organizational initiatives throughout a matrixed environment.

### INVSTA and ILUMONY

#### Advisory Board Member and Investor

07/2016 - Present

- Functioned as Advisory Board member to Invsta, a global digital asset wealth management platform and Illumony a retirement rob-advisory service.
- Provided online expert advisory services that focus on cryptocurrency and wealth-management.

References available upon request

- Identified strategic direction, product design and UX, and business development opportunities, initiated business process strategies that supported attainment of goals and financial targets.

#### **TS4B**

##### **Infrastructure Consultant**

**02/2014 - 09/2015**

- Achieved all quarterly business development objectives assigned by management, including the largest revenue-based relationship ever brokered within the Auckland based business.
- Worked collaboratively in a team-based environment and accomplished firm goals including growth, new relationships and client-retention across industries.
- Actively contributed in all internal meetings and training sessions, remained abreast on economic and market trends.

#### **FURTHER By DESIGN**

##### **Senior Consultant**

**04/2012 - 01/2014**

- Successfully launched an agile design consulting studio specializing in collaboration and innovation strategies to clients in the commercial, private, public, and non-profit sectors.
- Identified business opportunities for systems innovation in the early childhood education sector leveraging technology and focusing on partnership developments between Kellogg, Mozilla and the MacArthur Foundation that is centered on a [Digital Badging](#) initiative for professional development within the industry.
- Launched a [global innovation accelerator](#), which is also a public-private partnership between Nike, NASA, the US State Department and USAID.
- Actively involved in [NASA's initiative](#) to "find all asteroid threats to human populations and know what to do about them".
- Project lead for technology-for-good mapping project for [Microsoft](#) as part of their annual Citizenship Report.

#### **PRIOR EXPERIENCE**

##### **VITAL NETWORKS**

###### **Regional Director**

**04/2007 - 04/2012**

- Expanded customer base by 560% over a 5-year period while also increasing branch revenue by 4,900% over the same period (California, Bay Area). Regional business development contribution placed the company in the [INC 500](#) for 2010 with a company-wide 609.8% revenue increase from 2006-2009.
- Provide consulting services to clients that reduced their overall financial IT footprint and provided forward thinking technology and fiscal strategies.
- Recruit, manage, and on-board all regional staff.
- Acquired all technical skills necessary to serve small to medium businesses, becoming senior technical engineer and advisor to the branch within 12 months.

##### **YAMMER INC.**

###### **Infrastructure Consultant**

**04/2010 - 12/2011**

- Provided Infrastructure consulting and managed services to compliment the development team at Yammer Inc. - an early adopter of Agile and DevOps environments. Highlights include:
  - Introduced Casper Suite to the organization to better manage and support their primary Mac/Apple environment.
  - Configuration of deployment of SharePoint and SQL development environments for the Yammer engineering team on Amazon Web Services

#### **EDUCATION/CERTIFICATION**

##### **B.S. Marine Ecology and Zoology**

Victoria University of Wellington, New Zealand

Microsoft MCSA, Office 365

Apple Certified Technical Coordinator

EMT: New York State and California