

Alexander T. Jonsson

PROFESSIONAL EXPERIENCE

Memorial Sloan Kettering (MSK) Cancer Center, Office of Development

New York, NY

Project Manager

May 2018 – Current

- Lead reporting, analysis, and goal-setting needs for several base programs, including: new weekly prospect management reports, monthly revenue goals and projections, as well as retrospective fundraising analyses (e.g. 3-year fundraising by the Surgery department's services and doctors, 10-year trusts & estates performance)
- Develop and implement tools to organize, standardize, and manage fundraising activities, including tracking peer-to-peer donor activity, inquiry-to-bequest conversion, consolidated portfolio counts dashboard

Project Coordinator

October 2017 – April 2018

- Moderated weekly prioritization meetings with 10 managers of the Development IT and Operations teams
- Interfaced with software development vendors, MSK's information security and legal departments, as well as intra-department groups to develop new features for our client resource management software (CRM)
- Managed the implementation of Jira and Confluence collaboration software for the department by handling IT procurement, stakeholder discussions, needs assessments, and user testing before phase I & II roll-out

Data Analyst

August 2015 – October 2017

- Constructed, configured, and implemented CRM-triggered email alerts for fundraising metrics and data discrepancies
- Participated in upgrading to a new CRM through data integrity, design, test, and training phases, including:
 - Presenting interim record fabrication findings before conversion to promote record cleanup
 - Testing user interface and workflow for 12 internal department programs and 3 external parties
- Administered month-long department-wide interactive onboarding program encompassing 17 different courses and more than 220 staff; created supporting documentation and materials to aid instructors and participants

IQ Innovations

Atlanta, GA

Industrial parts sourcing company servicing the North American and European wind turbine industry

Sales Engineer

June 2013 – July 2015

- Supported the origination and execution of \$4.6m in orders for industrial transmission components
- Acted as the primary US sales-arm for a Spanish gear manufacturer, generating \$3.8m in North American revenue
- Employed production tracking, shipping logistics, and quality assurance documentation for the Spanish partnership, increasing annual reorders for their goods by \$730k (200%) year-over-year
- Analyzed technical documentation and quotations to develop pricing models for gearing in various turbine models
- Developed system for tracking purchase orders and invoices resulting in successful price negotiations with shippers, improved cash planning, and earlier turn-around for quotations and status reports

Pinnacle ART

New Orleans, LA

Software consultancy for asset reliability and integrity programs in the oil & gas industry

Asset Integrity Consultant

June 2012 – June 2013

- Implemented a risk-based inspection program (real-time tracking of equipment remaining lifetime) for Valero Energy's 250k barrels/day St. Charles refinery, ensuring best-in-class compliance with API regulatory standards
- Combined technical specifications, inspection reports, and degradation models to calculate economic risk of refinery
- Consolidated internal and client-specific databases to create reports for client presentations

EDUCATION

Georgia Institute of Technology

Atlanta, GA

Bachelor of Science in Mechanical Engineering

August 2008 – May 2012

- GPA: 3.84 / 4.00 – Highest Honors, Tau Beta Pi Engineering Honor Society
 - Associate of Energy Engineers Scholarship, George W. Woodruff Mechanical Engineering Scholarship

Harvard Business School Online

Online

CORE: Credential of Readiness – Pass with High Honors

May 2016

Certificate in Entrepreneurship Essentials

February 2018

ADDITIONAL INFORMATION

Interests & Activities: Healthcare, human capital, blockchain, math tutor at the Hetrick Martin Institute

Programming Skills: Proficient in SQL and Jira, working knowledge in HTML/CSS, JavaScript, Python, and Tableau

Languages: Spanish (conversational) and French (elementary proficiency). Swedish and American national.

Eagle Scout: Led a group of 15 scouts and volunteers in building and installing boardwalks for a wetland conservancy