

JIMMY MANNION

Experience

GOLDMAN SACHS – PRIVATE BANK TECHNOLOGY, ASSOCIATE

Member of four-person leadership team driving the launch of a new FinTech business

New York, NY
2016-PRESENT

- Developed business requirements for key product extension anticipated to eventually compromise 40% of our book
- With team, prepared working group deck weekly and steering committee deck bi-weekly, attended these meetings with MDs and PMDs, then sent progress updates to same
- Worked with internal clients to design a product extension technology solution, by automatically evaluating additional certain attributes of external clients. Further implemented a control on how much of our book these clients can comprise. Leveraged and managed a vendor to build both solutions
- Managed seven analysts to analyze features/benefits for firmwide end-user needs. Wrote requirements then managed the development of a system controlling automated processes
- Analyzed requirements then designed system integration solution that connects 10+ different teams and inputs, both internal and external

U.S. NAVY – FLEET TRAINING CENTER – TOMAHAWK CRUISE MISSILE DIVISION HEAD, LIEUTENANT

Directed team of 25 senior instructors in the delivery of six distinct Tomahawk Cruise Missile courses

San Diego, CA
2014-2016

- Recommended for early command – strongest possible endorsement from a Commanding Officer
- Initiated and led re-design of flagship course to remove lectures and increase experiential and case-study learning based on personal continuing education experiences
- Guided design and development (*from end-user, subject matter expert perspective*) of Augmented Reality application with civilian tech engineers, Chief of Naval Operations (*top Admiral in U.S. Navy*) approved for further development
- Awarded Navy Commendation Medal and Military Outstanding Volunteer Service Medal

U.S. NAVY – RIVER SQUADRON ONE – OFFICER IN CHARGE, LIEUTENANT JUNIOR GRADE

Managed core staff of six plus 50 subordinates

Oversaw daily operations of \$25mm+ of weapons, boats, trucks, and top-secret communications gear

Virginia Beach, VA
2012-2014

- Promoted six months ahead of schedule. Awarded Navy Achievement Medal.
- Commanded 35 top-secret intelligence collection missions in a hostile environment; worked with a variety of cultures, from US government agencies to foreign nationals, to accomplish 100% mission completion (*failure would have led to major international incident at best*)
- Developed mission theses based on understanding my Commander's Intent, the battlespace, and my enemy's capabilities and limitations
- Created personnel excel models for our unit to acquire another unit (250-person, \$50M AUM unit + 350-person, \$150M AUM unit). Merger was successful when the combined unit certified to deploy on time to the Middle East
- Assessed potential missions on both quantitative and qualitative metrics, determined risks, developed enemies' most likely/dangerous course of action, led to mission accomplishment with no personnel casualties
- Forecasted complex and competing requirements for 18-month training program, executed in 14 months

U.S. NAVY – USS PINCKNEY (\$1.2B DESTROYER) — STRIKE OFFICER, ENSIGN

Managed division of 12 responsible for technology-based weapon system

Routinely led watch teams of 25

Led an 18-person Visit, Board, Search and Seizure team

San Diego, CA
2009-2012

- Ranked #1 of 15 Junior Officer peers. Awarded two Navy Achievement Medals for meritorious service (*1% of peers*)
- Identified need to incorporate females onto all-male Visit, Board, Search, and Seizure team. Sourced, recruited, mentored, trained two women through the selection process and eventually integrated them onto the team. Achieved this in 2010, six years before Department of Defense-wide initiative to integrate women into all units
- Commanding Officer insisted I be retained for second deployment despite my selection to an elite Riverine unit (*top 10% of peer group just to be eligible*)
- Performed due diligence on certification requirements for Strike Warfare area, led to assessment at 98%
- Combat leadership: directed planning and execution of Tomahawk Cruise Missile salvo, led team of eight to destroy extremist compound

Education

- **Stanford Graduate School of Business.** Ignite Entrepreneurship Program, New York, 2016. Worked with VCs, professors, and fellow prospective entrepreneurs to develop and evaluate two startup concepts. Ultimately declined to start either company after 10-week analysis
- **Harvard Business School.** HBX Credential of Readiness, Pass with Honors, 2015, Economics for Managers, Accounting, Business Analytics
- **UC San Diego Extension.** Finance Management: A-, Financial Statement Analysis: A-, San Diego, 2014
- **MBAmath.com Curriculum.** 100% on all 24 tests focused on financial modeling (NPV, DCF analysis, regression, etc.)
- **Patriot Boot Camp.** Selected to attend a TechStars retreat for prospective Veteran entrepreneurs based on a tech startup concept I submitted. Decided not to pursue based on feedback from TechStars experts
- **University of Rochester.** Bachelor of Arts, Political Science, 2009
 - Dean's List 4 of 8 semesters. Additional concentrations in Arabic, Physics, and Calculus. Volunteered Saturdays supporting local homeless shelters
 - Battalion Commander – selected over 20 peers by Commanding Officer to lead 100+ future Navy and Marine officers
 - Maintained full-tuition Navy scholarship for merit in athletics, academics, and leadership (*50% of peers unable to sustain*)

Additional

- Team Captain at Connections Housing, managed volunteers weekly at homeless recovery shelter – grew volunteer team from 3 to 30. Vets in Tech San Diego co-President – established partnerships with three local universities
- Attended a Veterans Tech Trek to Silicon Valley – visited Google, Uber, and Coinbase among others
- Master SCUBA diver (highest recreational certification, 150+ dives across a dozen countries), sailing, and tennis