

ADAM W. JONES

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SUMMARY

Possesses a diverse set of professional experiences across military leadership and logistics, financial services operations and technology consulting, and small business ownership and management. Has a broad educational background including marketing, finance, project management, user experience design, and full-stack web development. Is competent at designing prototypes in software such as Adobe XD, proficient in frontend web development, has a strong understanding of APIs and integration, and has led numerous project/product teams from start to finish.

Currently a Senior Manager with EY, focused on assisting global-leading financial institutions develop and maintain sustainable, effective, and efficient operations and technology solutions that support their strategic goals and emerging demands.

Prior to EY, served for eight years in the US Army culminating as a Company Commander (directly responsible for a 130-person organization) deployed to Afghanistan.

PROFESSIONAL EXPERIENCE

Senior Manager, Ernst and Young LLP, New York, NY

3/14 – Present

Transformation and Strategy Lead, Deputy Leader FSO Tax Managed Services Office

10/18 – Present

Managed Services are strategic arrangements where we deliver a range of business functions to our clients which support improved operations and lower expenses. This is accomplished through designing and developing proprietary processes and technology that are secure and scalable. Works with executive leadership and across five unique managed service offerings to shape and transform their operating models in a predictable and profitable way. Works directly with the senior technology leaders to design and develop the data and technology services and standards.

- Developed business strategy to scale a strategic revenue driver from \$5 billion to over \$10 billion over a 5-year period by crafting the essential tasks and designing the framework to grow top-line revenue of established services, bring new services to market quickly, and optimize the operational/delivery infrastructure
- Improved pipeline tracking, pursuit support model, and overall visibility by collaborating with executive leadership to re-design and streamline the Deal Review Process which contributed to significant market wins in FY20
- Designed a scalable system which evolves historically manual processes into a Digital Op Model incrementally proven to deliver results
- Worked collaboratively with UX team to design and refine the target state design patterns which were leveraged by multiple managed services within FSO Tax to drive interaction between the practice office and the centers of excellence
- Designed a forward-looking business strategy to unify the User Experience Journey for the FSO Tax Platform as well as a perspective on why a design system is necessary for a successful Digital Op Model
- Worked collaboratively with senior technologist to diagnose root challenges in the current ecosystem; Designed a product-centric solution to drive alignment throughout the “whole product offering”

FSO Advisory (Business Consulting) Engagement Manager

10/15 – 10/18

Engagement manager, product team lead, and senior business analyst for a multiyear equity derivatives and tax operations implementation engagement at a top global investment bank. Responsible for establishing the program governance, conducting a firm-wide impact assessment, designing the future state functional architecture, and drafting the business/functional requirements, use cases, and test scripts. Led a project team of resources across EY's Tax and Advisory services.

- Managed program's budget of \$4.5 million year-over-year without overrun, delivering all work products on time and at budget
- Nurtured client relationships and led pursuit team for the 2018 Book of Work, on a critical account, resulting in a \$6 million win

Business Development Manager

9/15 – 1/17

Led a business development effort responsible for building a new service offering from the ground-up, growing a new team, developing and managing a sales pipeline, drafting the “go to market” strategy and material, and participating in numerous oral proposals.

- Took an idea and turned it into a profitable offering, with multiple wins, in less than 3 months
- Developed a \$10 million sales pipeline in the first year; Contributed to over \$13 million in wins over the life of the campaign

Owner, CrossFit Press On, Bloomfield, NJ

5/16 – Present

CrossFit Press On is a fitness studio. As coaches at heart we love to see the transformation that occurs when our clients truly see what they are capable of achieving. Our goal is to help our clients develop the tools they need to push through the self-limiting stories they've sold themselves.

- Established service delivery framework focused on creating an exceptional client experience
- Implemented financial control measures to prevent waste resulting in the company achieving profitability in its fifth month of operation
- Developed branding campaign and collaborated with a local film maker to produce unique content featured on CrossFit's main website https://www.youtube.com/watch?v=VAZw_lvfUmY

Captain, United States Army, Worldwide locations

1/06 – 3/14

Company Commander

4/12 – 3/14

Led 126-person team in Alaska and for 7 months in Afghanistan executing logistics operations in support of 1,000-person task force. Planned, resourced, and executed supply distribution. Managed maintenance program for 250 pieces of equipment. Employed \$15 million of equipment.

- Planned/directed logistics to deliver 1 million gallons of fuel and over \$500,000 in construction materials in combat environment with no losses due to accident or injury; 1 of 6 companies out of 31 to earn safety award
- Led operations to move 60+ tons of unserviceable equipment dispersed across eastern Afghanistan to central location, most in 3,500-person Brigade; set strategic conditions to transfer area authority to Afghans
- Lauded by Brigade Commander as "one of top 3 of 24 logistics captains in Brigade"; earned Bronze Star Medal

Brigade Support Operations Transportation Officer

9/10 – 4/12

Led 5-person team in Alaska and for 3 months in Afghanistan planning, coordinating, and managing transport of equipment, personnel, and supplies by air and ground in support of 3,500-person Brigade. Employed 5 contracted helicopters worth \$45 million.

- Reengineered coordination of all air movements; successfully transported over 1.9 million pounds of cargo and over 4,300 passengers to 43 locations across Afghanistan, doubling monthly output of previous unit
- Lauded by leadership as in "top 5% of captains" worked with in 15 years; recommended for early promotion
- Graduated 6-month Combined Logistics Captains Career Course (Top 20%); earned recognition as "Demonstrated Senior Logistician" by International Society of Logistics, limited to top 10% of class

Brigade Rear Detachment Operations Officer

3/10 – 8/10

Planned and resourced training and administration of operations for 800-person Brigade rear detachment supporting 3,500-person Brigade in Afghanistan.

- Planned/synchronized deployment of 3,200 Soldiers; flawlessly scheduled 30+ flights from Kentucky to Kuwait
- Developed preparation plans and led relocation of 800-person infantry battalion and over \$70 million equipment on post with minimal impact on operations; earned Meritorious Service Medal

Company Executive Officer

3/09 – 3/10

Second-in-command of 130-person company. Cross-functionally led 5-person team providing logistical support for 811-person battalion. Managed \$10.8 million of equipment.

- Led efforts to open first new dining facility on Fort Campbell in over 5 years; developed systems to effectively manage over \$20,000 of perishable food inventory and account for over \$14,000 of cash with no discrepancies
- Noted by commander as in "top 1%" of officers and "best forward support executive officer" seen in 18 years

Battalion Maintenance Officer

1/06 – 2/09

Led 33-person team maintaining 247 pieces of equipment worth over \$5 billion for 800-person battalion while deployed to Iraq for 10 months.

- Streamlined and effectively scheduled and managed maintenance operations; achieved 98% operational readiness, highest in 3,500-person Brigade and 8% above Army objective; earned Army Commendation Medal
- Graduated 2-month Army Ranger Course, 4-month Officer Candidate School (Top 20%), 3-month enlisted Basic Training, 4-month Ordnance Basic Officer Leader Course (Top 20%), and 1-month Air Assault School

EDUCATION

- Norwich University, Masters of Business Administration (Finance), 2011
- The Pennsylvania State University, Bachelor of Science, Business Administration (Management and Marketing), 2005
- Rutgers University, Full Stack Web Development and Coding Bootcamp, 2020 (Expected)
- University of Wisconsin-Madison, Capstone Certificate, User Experience Design, 2019
- Villanova University, Master Certificate, Project Management, 2013

TECHNOLOGY AND DESIGN SKILLS

- Proficient: Microsoft Office, Microsoft Power Platform, Adobe XD, HTML5, CSS3, JavaScript/jQuery (ES6), AJAX (API integration)
- Learning: Node, SQL, MongoDB, React, Java and Python