

Jonathon Smith

Leader, mentor & communicator who builds tech empowered organisations

C-Suite & board member who
leads from the front

Deep technical knowledge in
software, data & IT

Political science degree
trained communicator

Management

- **Growth:** Created tech that built a multi-million £ automotive financial services company
- **Sales:** Won SME & multinational customers through written tenders & presentations
- **Investors:** Led successful M&A processes, managed investors & raised finance
- **Finance:** Delivered oversight of company accounts & vehicle finance risk
- **People:** Managed 6 reports and a staff of 10 from both technical & non-technical teams.
- **Budget:** Kept IT & facilities spending within budget year in & year out









































Software & Data

- **Full Stack Developer:** Highly skilled in C# ASP.NET Core, MSSQL, TypeScript & more
- **Data:** Built multi-award winning data analytics systems to process £2bn in vehicle data
- **Architect:** Architected the key line of business application used to run the company
- **Mentor:** Trained & mentored teams of software developers, sysadmins & DBAs
- **Agile:** Used agile, TDD & other modern software development methodologies
- **Process:** Documented, digitised & improved 20+ business processes

IT & Security

- **Communication:** Can explain technology to the technical & non-technical alike
- **Security:** Exceeded rigorous Financial Conduct Authority (FCA) security standards
- **Infrastructure:** Planned & executed multiple IT upgrade cycles
- **Networking:** Implemented & maintained complex enterprise grade networks
- **Qualified:** Trained in security through SANS SEC401
- **Facilities:** Managed complex facilities & project managed a £250k office refurbishment

Technology Experience

Data	Tooling	Frameworks	Languages	Infrastructure
 SQL Server	 Docker	 .NET Core	 C#	 Azure
 Postgresql	 Git	 Webpack	 VBA	 WinSrv
 MySQL	 Node	 xUnit	 TypeScript	 Ubiquiti
 Sisense	 NPM	 Coverlet	 JavaScript	 Juniper
 EF Core	 VisualStudio	 Autofac	 HTML	 HPE
 ADO.NET	 VS Code	 Gulp	 CSS	 Avaya
 Access	 Inkscape	 Leaflet	 SVG	 APC
 Excel	 Yarn	 Mapbox	 Less	 Papertrail

Email

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Phone

Request Via Email

Website

crashdive.co.uk

Location

Kettering, UK

Education



Aberystwyth University
2006 to 2009

- BScEcon International Politics and the Third World
- Graduated 1st Class with Honours
- Awarded Competitive Open Scholarship



Latimer Arts College
1999 to 2006

- 3 A-Levels: All B in Law, History & English
 - 10 GCSEs: All A-C including Maths & English
 - Head of Student Council & Student Governor Rep
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Chief Information Officer



Fleet Assist

Nov 2009 to Jan 2020 (10 yrs 3 mos)

After studying and developing a specialism in the political use of the internet at university, I decided to pursue a career in technology.

I joined Fleet Assist as a small family business of 10 people with the task of professionalising their IT and security setup. Over the next 10 years we grew it into a 50 employee multi-million revenue provider of services to the automotive financial services industry.

Initially I performed all development, data and IT roles. As we grew the business and built my teams, the role evolved into an executive who led the technology vision for the company using the broad range of technical skills gained from the early growth phase.

- **Software Development:** Developed from a greenfield project, code reviewed and project managed the web based "Atlas" system which was the company's primary system.
- **Data Analytics:** Designed and built a multi-award winning (Fleet News and Alphabet) data analytics platform to process over £2bn in automotive maintenance data.
- **IT:** Created and managed an on-prem/cloud hybrid Hyper-V based Windows Server environment within a decommissioned bank vault and Azure.
- **People:** Line managed 6 direct reports, with a team of 10 in total across the IT, Software Development, Analytics, Data Administration and Rental Finance departments.
- **Mentorship:** Shepherded technical staff through multi year apprenticeships and industry certification programs as well as acting as a guide for young staff.
- **Networking:** Procured, configured and monitored a fully redundant network using Juniper firewalls and switches combined with Ubiquiti access points.
- **Telephony:** Scaled an Avaya PABX, call reporting and recording system from a 1 to 20+ seat call centre.
- **Security:** Adhered to security best practices which were regularly tested through passing IT security audits from our FCA regulated customer base.
- **Procurement:** Completed multiple IT technology refreshes within budgets ranging from £1000 up to £100k
- **Facilities:** Managed the challenging environment of a 15th century manor house and a £250k modern office refurbishment.

Director



Fleet Assist

Jul 2017 to Aug 2019 (2 yrs 1 mos)

In 2016 the 2 founders of Fleet Assist decided they would like to exit the business. To realise this the commercial director and I engineered a sale process that resulted in multiple credible offers and sold the business to a private equity group.

As part of the sale I received equity and was tasked with ensuring a smooth transition with continued growth. I achieved both goals and after 2 years exited in Jan 2020.

- **Sales:** Won multiple new contracts by working with the sales team as the lead tender writer, presenter and implementation manager for new customers.
- **Customer Relations:** Developed close personal relationships with senior leaders in all our customers.
- **Company Face:** Attended and gave presentations at industry events such as Vehicle Maintenance Manager Meetings, FleetNet and BVRLA forums.
- **M&A:** Involved in further M&A and refinancing activities, with solid experience examining company accounts, managing investors and raising capital.
- **Risk Management:** Built tools to track our exposure and provided final sign off on the supply of vehicles within our multi-million rental finance business.

Trampoline Coach



Northamptonshire Trampoline Gymnastics Academy

Jul 2009 to Dec 2019 (10 yrs 5 mos)

I have coached professionally in community clubs, for the council and school PE classes. I was sadly forced to stop when the venue I used closed and no others were available.

- **Leader:** Led teams of coaches and classes of 30+ gymnasts from ages 5 to 60+.
- **Planner:** Designed and delivered classes for GCSE and A-Level students.
- **Qualified:** Trampoline, Freestyle Gymnastics, Men's Artistic Gymnastics & Diving.

Other Information

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| • British Citizen | • Clean Driving Licence |
| • Native English Speaker | • Passed Enhanced DBS |
| • Safeguarding Trained | • First Aid Qualified |