

Jonathan Abrams

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EDUCATION

University of Pennsylvania

Certificate of Completion in Full Stack Web Development

Philadelphia, PA

Anticipated Graduation: 2/2024

The University of Chicago

Bachelor of Arts in Comparative Human Development *with Honors*

Chicago, IL

SKILLS

Technical: SQL, Python, Jira, Confluence, HTML5, CSS, JavaScript, Salesforce, Tableau, Microsoft Excel, PPT, Word
Language: Conversational in Spanish

EXPERIENCE

Grand Slam Ventures, LLC

Head of Business Operations

Broomall, PA

2022 – Present

Strategy

- Executed 3 small scale commercial real estate properties' rehabilitation and construction to serve as a data center facility to effectively house and efficiently operate 50+ cryptocurrency mining rigs within a \$1.2M budget by utilizing intricate computational and technological solutions that deliver demonstrable value in the ETH network
- Implemented dynamic pricing strategies for a local automotive parts recycling merchant by reducing third-party freight and courier services costs, streamlining supply chains, optimizing search engine listings to garner online transactions and shipping 40+ packages on a daily basis while ensuring continuous compliance with applicable domestic and international laws, regulations, and regulatory bodies
- Designed new product lines in collaboration with a globally recognized artist, such as hanging wall art fabricated from print and sheet metal, and facilitate its go-to market strategies by coordinating product manufacturing, modification, and launch logistics as well as governing a public social media group with 4K+ members

Advantex Learning Solutions

User Design & Solution Consultant

Conshohocken, PA

2020 – 2022

Product Management

- Developed cloud-based financial blueprints that outline innovative solutions to achieve complex business, technical, and operational objectives for Fortune 500 customers throughout North America, Europe, and Asia
- Closed and won new clients from qualified opportunity stage by listening, questioning, clarifying detailed requirements, documenting project scope, and presenting to customers for engagements
- Facilitated 5-10 live in-person and virtual corporate education programs in leadership behaviors and financial acumen for 200+ multidisciplinary entry-level and senior management participants on a weekly basis

AxiomSL (now Nasdaq + Adenza)

Key Accounts Associate & Corporate Strategy Analyst

New York, NY

2018 – 2020

Regulatory Solutions

- Demonstrated the value of AxiomSL's products, calculations, forms, reports, modules, solutions, and services creatively while maintaining the Sales team's SharePoint account to ensure all 40 members were aware of available artifacts to leverage sales efforts
- Streamlined the sales process by strategically creating the Global Pricing Calculator and Product Handbook in addition to managing Salesforce and the Software Delivery Process to support cross-functional collaboration among colleagues in Sales, Account Management, Product Management, Marketing, Finance, and Legal while managing executive stakeholder expectations
- Launched a phased plan competitive intelligence program to monitor, analyze, and report on global competitors to increase organizational decision-making effectiveness and market risks navigation in North America
- Worked in close partnership with 10+ senior executives on the initial launch of AxiomSL ControllerView as a SaaS offering to drive competitive advantage and expand global dominance in market share by assisting in RFP and RFI responses, marketing campaigns, and preserving vendor relationships

Global Access Capital

Private Equity Analyst

New York, NY & Minneapolis, MN

2017

Data Analytics

- Developed market analysis reports, financial models, and revenue and expense forecasts under various methodologies on various industries' subsectors – healthcare, agriculture, and sports and entertainment – to evaluate and explore market opportunities for \$5-250M potential investments