

JASON GROSSMAN

Toronto ON, M6J-2A8

Phone: (416) 436-5106 **Email:** jasongrossman2@gmail.com

Portfolio: github.com/jasongrossman **LinkedIn:** <https://www.linkedin.com/in/jason-grossman-1a082430>

SUMMARY

Full stack developer with 7 years of professional business experience in category management, operations, and analytics. An entrepreneur at heart, passionate about strategic planning, solving problems, and creating. Known for being an excellent communicator who can work in different team structures, with a track record of project leadership.

TECHNICAL SKILLS

Languages: JavaScript ES6+, CSS3, HTML5, SQL, NoSQL

Applications: GitHub, Heroku, MongoDB, MySQL

Tools: React, Node, Express, GraphQL, Handlebars, jQuery, Bootstrap

PROJECTS

PERSONAL PORTFOLIO | ROLE: AUTHOR

DEPLOYED APPLICATION: <https://jasongrossman.github.io/personal-portfolio/>

GITHUB REPOSITORY: <https://github.com/jasongrossman/personal-portfolio>

SUMMARY: Personal website containing bio, portfolio, and contact.

BUILT WITH: React, Javascript, HTML, CSS, Bootstrap.

SHOP SHOP | ROLE: AUTHOR

DEPLOYED APPLICATION: <https://fathomless-woodland-74704.herokuapp.com/>

GITHUB REPOSITORY: <https://github.com/jasongrossman/shop-shop>

SUMMARY: Sample e-commerce website, containing product details, shopping cart, and checkout.

BUILT WITH: MongoDB, Express, React, Node, Javascript, GraphQL, Stripe.

BOOK SEARCH ENGINE | ROLE: AUTHOR

DEPLOYED APPLICATION: <https://floating-falls-40516.herokuapp.com/>

GITHUB REPOSITORY: <https://github.com/jasongrossman/book-search-engine>

SUMMARY: Create a personalized collection of books through Google search.

BUILT WITH: MongoDB, Express, React, Node, Javascript, GraphQL.

EXPERIENCE

SUNCOR ENERGY INC. MISSISSAUGA, ON

2019 – 2021

Category Specialist, Car Wash – Category Management

- Delivered two annual business plans for the Car Wash category, using strategic planning and analytical skills to develop key growth initiatives, P&L forecasting, budget allocation, and marketing campaigns, in order to achieve record financial results of \$98M in sales and \$54M in margin.
- Led the Car Wash cross functional team, using leadership skills to implement growth initiatives and capital investments, including launching e-commerce enhancements and rolling out asset upgrades to a network of 260 sites.
- Created category marketing programs and campaigns, using communication and collaboration skills to bring them to market and ensure successful execution by Operations, resulting in 8% YoY unit growth and 50% market share.
- Led a 5-year strategic business review, using analytical skills to generate actionable recommendations, which resulted in the transformation of campaign strategy, product prioritization, and channel development.

SUNCOR ENERGY INC. MISSISSAUGA, ON**2016 – 2018***Advisor, Card Production – Transaction Management*

- Brought virtual cards to market, using project management skills to work with the development team and sales group to deliver necessary system enhancements and process frameworks needed to launch.
- As RFP project lead, collaborated with Supply Chain to develop the scope of work and award contracts to 2 vendors, achieving \$1.2M in cost savings over two 3 year contracts while also securing improved terms on quality assurance and service level requirements.
- Used analytics to develop new inventory management score-carding, which overhauled the Card Production supply and distribution chains which enabled the reduction of inventory by 50%, and realized over \$250K in cost savings in the first year.

SUNCOR ENERGY INC. MISSISSAUGA, ON**2015 – 2016***Optimization Analyst – Refining and Logistics*

- Conducted market research and analysis using Argus, in order to prepare weekly reports for Executives with insights on the business environment in the O&G Industry, which was used to support decision making.
- Through analysis and collaboration with stakeholders, assisted in the preparation of short-term refinery production estimates and pricing forecasts to optimize refinery capacity utilization and maximize profitability of refined products.

SUNCOR ENERGY INC. MISSISSAUGA, ON**2014 – 2015***Account Manager – Commercial Road Transport*

- Managed a base client portfolio worth \$40M, developing sales and relationship management skills to retain existing business while growing to new clients, resulting in a 10% increase in base accounts within my portfolio.
- Prepared pitch decks and RFP proposals for high value clients, using communication and presentation skills to win new business, including the closing of FedEx and City of Toronto accounts worth over 100ML in combined volume.

EDUCATION

UNIVERSITY OF TORONTO, SCHOOL OF CONTINUING STUDIESToronto, ON **2021***Coding Bootcamp Certificate***WESTERN UNIVERSITY, SCHOOL OF CONTINUING STUDIES**London, ON **2020***Master the Entrepreneur Skillset Course, Certificate of Achievement***RICHARD IVEY SCHOOL OF BUSINESS**London, ON **2014***Bachelor of Arts, Honours Business Administration.***ACTIVITIES, SKILLS, AND INTERESTS**

Phi Gamma Delta Fraternity *Building Association President**Prev. Undergrad Chapter President, Treasurer, Philanthropy Chairman***VOLUNTEERING:** United Way, Canadian Blood Services, Crohn's & Colitis Canada, Toronto Garbage Picking Club, St. Felix Centre.**PROFESSIONAL SKILLS:** Strategic planning, data analytics, communication, leadership, problem solving, stakeholder management, public speaking, project management, decision-making, marketing.**INTERESTS:** Coding, travelling and learning about new cultures (>35 countries visited so far), entrepreneurship and creating Startup business plans, sports analytics, technology, trying new cuisines, philanthropy, SCUBA diving, hard rock music.