JONATHAN BAIRD

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EDUCATION

Oregon State University - College of Engineering   Remote
Bachelor of Science: Computer Science   September 2020 - Present
- Cumulative GPA: **4.00/4.00**

Emory University - Goizueta Business School   Atlanta, GA
Bachelor of Business Administration: Concentrations in Finance & Accounting   August 2010 – May 2014
- Cumulative GPA: **3.91/4.00**; SAT Math: 770; SAT Verbal: 770
- Graduated with High Distinction (top 10% of class); Beta Gamma Sigma honor society; Dean's List
- Study Abroad, Fall 2012: Vienna University of Economics and Business

PROFESSIONAL EXPERIENCE

Google Cloud - Looker   New York, NY
Sales Engineer   August 2019 – January 2021
- Looker is a data analytics software company which was acquired by Google Cloud in March 2020
- Served as the technical point-of-contact for prospective customers in their evaluation of the Looker software
  - Closed over $1.7 million in ACV bookings in calendar-year 2020, achieving 125% of quota
  - Led proof-of-concept implementations of the software in order to demonstrate the product's capabilities
- Performed SQL-based data analytics, helping prospects analyze topics such as customer retention rate, customer lifetime value, and digital marketing ROI
  - Utilized a variety of on-premise and cloud-based databases, including PostgreSQL, MySQL, MS SQL Server, Google BigQuery, and Snowflake
  - Built a sample Node.js web application to demonstrate how one prospective client could embed Looker into their own first-party software, resulting in technical approval by the CTO

H.I.G. Capital - Bayside Capital   New York, NY
Associate   August 2017 – August 2019
- Alternative private equity strategy, investing mostly in special situations or operational turnarounds
- Performed 1-2 month of research and data analysis before making an investment, including reading financial statements, building a detailed financial model, and meeting with company management
- Project Transcript: $100 million sale of legal services company
  - Analyzed spreadsheet of over 400,000 job orders to determine why profit margins were declining, discovering that a shift towards a lower-margin service channel was the primary driver
  - Performed various data cleansing methodologies on a database of over 5,000 customers in order to examine the revenue and profitability ramp of a typical new customer

BMO Capital Markets - Investment Banking Group   New York, NY
Analyst   July 2014 – July 2017
- Advised clients in the Technology & Business Services industry on over 10 initial public offerings, mergers & acquisitions, and debt financings
- Received 1st tier ranking during all 3 years, indicating top 10% performance within the analyst class
- Built an Excel database of venture capital funding activity within the EdTech market in order to find potential deals; resulted in the win of a ~$50 million mandate for a higher-education technology company

ADDITIONAL INFORMATION

Interests: Traveling abroad; NBA; NFL; Fantasy football
Skills: Python (Flask), Javascript (Typescript, React, Express), SQL, IA-32 Assembly