

Justin C. Johnson

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EDUCATION

University of Maryland Baltimore County

Grad: May 2021

- *M.A. Economic Policy & Data Analysis*
- *B.S. Financial Economics*
- *B.A. Sociology*

Core Studies & Technical Skills

Finance & Economics

- Cost-Benefit Analysis
- Economic Forecasting
- Advanced Accounting
- Financial Modeling
- International Finance

Data Software & Analytics

- STATA, R, MySQL
- Python, Linux, QGIS
- ActionKit, NGP VAN,
- QuickBooks, Excel
- Capital IQ, GitHub

Public Policy & Administration

- Campaign Planning
- Budget Analysis
- Organizational Management
- Policy Development
- Program Evaluation

WORK EXPERIENCE

Digital Campaigns Analyst: Declaration for American Democracy Washington D.C (Apr 2021-Jul 2021)

- Worked directly under Executive Director, Director of Data Management, and Director of Communications of the Progressive Change Campaign Committee to coordinate digital content and campaign analytics strategy for the DFAD coalition's series of campaigns to build public support for voting rights legislation.
- Responsible for developing campaign's digital content strategy, performing mass outreach through email marketing and social media, and analyzing performance data related to email, social media, and digital fundraising efforts.
- Utilized ActionKit, Excel, Buffer Analyze, and QGIS software to track donor and voter commitment, manage campaign operating budget, build interactive maps to chart campaign events, track outreach performance, and perform visual analysis for various campaign purposes such as digital content production and strategic planning.
- Additional tasks include database management, tracking financial deadlines, fundraising, mass outreach, data and policy research, digital fundraising, event planning, leadership development, and project management.

National Mobilization Coordinator: The Poor Peoples Campaign Washington D.C. (Jan 2020 - Jun 2020)

- Worked as a national lead coordinator with the Poor Peoples Campaign to mobilize over 1 million individuals across all 50 states for the June 2020 national mobilization and base-building campaign.
- Trained and prepared over 50,000 non-profit professionals, community organizers, and community volunteers on how to use digital platforms to base-build for mobilization campaigns. Trained staff and volunteers on phone banking, SEO, social media management, fundraising, maintaining databases, and more.
- Managed a team of over 80 phone bankers across Maryland, D.C., Ohio, Virginia, and Connecticut, successfully contacting around 300,000 households U.S. households and securing over \$100,000 in donations.
- Additional tasks included coordinating canvassing and phone-banking operations, fundraising, curating social media content, tracking finance deadlines, analyzing donor data, and general event planning.

Electoral Field Lead: The Campaign for Joshua Harris Baltimore, MD (Jun 2017 - Nov 2018)

- Organized with core campaign team to coordinate electoral campaign for Joshua Harris's 2018 electoral run for the General Assembly of Maryland's 40th district office.
- Worked directly under lead campaign manager to plan daily field activities, train volunteers, coordinate phone-banking operations, and maintain communication with treasurer to ensure that all financial reports were accurate and submitted on schedule.
- Used various campaign management software and databases such as NGP VAN, Action Network, and Google Analytics to plot out territory for canvassing operations, craft voter surveys, assess the effectiveness of canvassing scripts, and analyze voter background data to craft more effective campaign messaging and target key constituents.
- Used media marketing software Google Ads to execute media-awareness and capacity building projects that secured more than 50 long-term volunteers and over \$50,000 in donations.

Student Researcher & Lead-Coordinator: Blueprint for Baltimore Baltimore, MD (Nov 2019- Jan 2020)

- Partnered with the Open Society Institute, T-Rowe Price, CASA, and HR&A consultants to coordinate the Blueprint for Baltimore research campaign. This campaign was designed to collect and utilize data from Baltimore City residents to better equip city government with the ability to understand and serve the public.
- Lead personal campaign team of 5 part-time employees and 10 volunteers to build, collect, process, and analyze over 5000 surveys from all 12 Baltimore City legislative districts over the course of 3 months.
- Used R statistical software to analyze survey responses. Measured constituent's support for specific legislation, political attitudes amongst city residents, and performed regression analysis to measure the relationship between community characteristics and political behavior.
- Additional tasks included coordinating field campaign operations, fundraising, budgeting, processing payroll, consulting, data analysis, SEO, social media management, developing research methodology, and technical support.

Financial Administrator: Bicycle Helmet Safety Institute Baltimore, MD (Oct 2019 – Feb 2020)

- Provided bookkeeping, consulting, and data analytics services for the Bicycle Helmet Safety Institute, a non-profit organization providing safety products and educational services to bicyclists.
- Converted organizations financial accounting software to QuickBooks and provided consulting and training for organizations leadership on how to use various automated systems such as MySQL to analyze performance.
- Completed in-depth analyses for business-optimization projects, reporting tools, and back-office programs. Analysis and optimization improvements resulted in labor cost drop of over 10%.
- Created spreadsheet models to analyze operating metrics and develop programmatic forecasts related to revenue and service outputs.
- Additional tasks included bookkeeping, general administration, financial statement analysis, asset management, payroll, data entry, bank reconciliation, project consulting, and tracking various financial deadlines.

Graduate Researcher: UMBC Economics Department Baltimore, MD (Sep 2019 - Jun 2021)

- Worked alongside UMBC's Economics Department faculty to conduct research and data analysis on various economic and policy-related topics.
- Used STATA, MySQL, and Excel to measure the effects of the COVID-19 pandemic on U.S. IPO's, STEM educational attainment, and business development using data taken from the U.S. Census (IPUMS) and Capital IQ databases.
- Utilized STATA, R, Python, and QGIS software to develop maps measuring and describing the effects of various Maryland zoning policies on community characteristics such as school performance, state revenue, and wealth inequality.
- Supported various UMBC faculty with duties such as writing journal articles, peer advising, delivering presentations, and ensuring communication between different departments.