

JONATHAN W. MOHLER

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EDUCATION

DARDEN GRADUATE SCHOOL OF BUSINESS ADMINISTRATION
UNIVERSITY OF VIRGINIA

CHARLOTTESVILLE, VA

Candidate for Masters of Business Administration, May 2002

- Entrepreneurs' Club, Finance Club
- GMAT: 730

GEORGE MASON UNIVERSITY

FAIRFAX, VA

Bachelor of Science, Finance, January 1998

- Dean's List, 7 semesters. GPA: 3.69
- Financed 100% of education through part-time employment and student loans

EXPERIENCE

Summer 2001

DARDEN PROGRESSIVE INCUBATOR

CHARLOTTESVILLE, VA

New Venture Consultant

Advised ventures on issues relating to marketing, competitive strategy, and early-stage financing.

- Negotiated a term sheet with a venture capital firm. Largely responsible for the inclusion of revenue milestones in the equity vesting agreement.
- Wrote the business plan for a financial services venture, helping the firm secure investor financing by summer's end. Served as the VP of Business Development. During this period, revenues tripled and the client base quadrupled.
- Critiqued the investor presentations of several incubator ventures, offering strategic guidance and general commentary.

1998 – 2000

FEDERAL RESERVE BOARD

WASHINGTON, DC

Financial Systems Analyst

Provided primary analyst support to economists responsible for the production of the monetary aggregates and the implementation of monetary policy.

- Performed analyses of the Board's daily and weekly surveys of deposits. Utilized bank financial reports and market data to assist economists in determining open market operations.
- Maintained a web-based system to analyze retail 'sweep' accounts and to project the impact on monetary aggregates.
- Tested the Y2K compliance of five applications critical to the production of the monetary aggregates. Participated in the audit of testing procedures and critiqued test script logic.

1995 – 1998

LMR INTERNATIONAL, INC.

MCLEAN, VA

Systems Manager

Designed and implemented automated systems to streamline and manage tasks related to the construction of local and national wireless telecommunications networks.

- Analyzed queries to determine the possible availability of radio frequencies. Reviewed internal databases and compared data with government listings to ensure accuracy.
- Created a program to help identify potential impediments that would hinder the flow of time-sensitive inventories valued at \$5MM. Developed a database to track the processing, construction, and sale of FCC radio station licenses.

1990 – 1994

UNITED STATES MARINE CORPS

CAMP LEJEUNE, NC

Squad Leader, Anti-Armor Platoon

Supervised and ensured the combat readiness of a five-man Marine anti-armor squad.

- Participated in Operation Desert Storm. Remained in Southwest Asia four months after the cease-fire to serve as a military liaison to Saudi Arabian Nationals contracted to perform services for the Allied Forces.
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