Justin Smith

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Experience

2015–   **Product Manager**, *Monetas*, Zug, Switzerland.
A cryptofinance startup focused on bringing next generation digital cash and mobile money to markets in Africa.
- Guided business and product strategy, development of cryptofinance products
- Released a generic digital contracting client for enterprise applications

2015–2015   **Sales Consultant**, *OSO Technologies*, Colorado, USA.
Developed the market for one of the first "internet of things" products, PlantLink.
- Delivered three Fortune 100 clients in Q1 2015
- Created the sales organization and a $3MM USD pipeline

2012–2015   **Programmer**, *John Deere*, Colorado, USA.
Created Dimensional Measurement Interface Standard foundry programs.

2011–2015   **Founder, Proprietor**, *Irikonji Dive Gear*, Florida, USA.
A SCUBA diving specialty products manufacturer, with retail partners worldwide.
- Built a custom eCommerce system that automatically accepted digital payments, processed orders, and managed fulfillment
- Responsible for all product design and development, from-scratch business systems
- Sold the company privately in 2015

2010–2012   **Technical Sales**, *Wolfram Research*, Illinois, USA.
The creator of Mathematica and Wolfram|Alpha.
- Trained faculty, staff and students to use Mathematica software
- Grew US Academic sales pipeline from $3MM to over $5MM USD in two years.

2008–2010   **Project Engineer**, *EPC Automotive*, Illinois, USA.
Tier 3 supplier for Ford, Nissan, and Mitsubishi.
- Led teams to complete over a dozen projects
- Bootstrapped the company's quality program

2007–2008   **Operations Supervisor**, *Caterpillar Inc.*, Illinois, USA.
Heavy equipment manufacturing with a focus on quality.
- Managed 30 direct reports
- Reduced non-conforming output by approximately 20% and increased throughput by 40.%

2006–2007 **Quality Engineer**, *Caterpillar Inc.*, Illinois, USA.
Heavy equipment manufacturing with a focus on quality.
○ Developed the paint department's internal quality program (MQ), exceeded ISO requirements
○ Applied statistical techniques to assess and compare operational performance

Presentations

2016	**Cryptofinance: Accessing Value in Connectivity**	*UBS Zürich & London*
2011	**Mathematica: An Overview**	*Select Universities in the USA & Malaysia, ATCM Conference Thailand*
2011	**A Hands-on Start to Mathematica**	*Select Universities in the US*

Teaching

2011-2013 **Adjunct Professor of Accounting**, *Williston State College*, North Dakota USA.

Education

2009 **MBA**, *University of Illinois*, Champaign-Urbana, Illinois, USA.

2006 **BS**, *Illinois State University*, Bloomington-Normal, Illinois, USA.

Languages

English	**Native speaker**	*USA*
German	**A1**	*Switzerland*
French	**A1**	*Switzerland, France*
Spanish	**A1**	*Panamá*

Computer skills

Programming	Python, PHP, C++, DMIS	Web	HTML, CSS, JS
Design	Adobe CS, LaTeX	Statistics	Mathematica, R
Organization	Confluence, JIRA	Modeling	Silma XG, UG NX3, ProE

Interests

Mountain	Ski and alpine touring, rock climbing, dry tooling, and fly fishing
Ocean	Surfing, SCUBA diving
Travel	Visited over 30 countries in the last 5 years

Personal

○ Married

○ US citizen and Swiss B permit holder, living in Zürich

Projects

- Bitcoin price discovery and publication using Bitsquare.io (P2P cryptocurrency and fiat trading)
- Merchant payment solutions using Bitcoin
- Monetas GoatD web app for iOS and Android

References

- Dr. Alison Reddy, PhD. Assistant Dean of Mathematics, University of Texas
- Mr. Cliff Hastings, VP of Sales at Wolfram Research