

# Justin Smith

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Product manager for complex software and systems, especially interested in cryptofinance applications.

## Experience

- 2017– **CEO, Impact Analytics, Zürich, Switzerland.**  
Provides various services to the financial industry.
- 2015–2017 **Product Manager, Monetas, Zug, Switzerland.**  
Cryptofinance startup bringing digital cash to Africa.
  - Guided marketing and product strategy
  - Delivered a digital contracting client for the enterprise; consumer apps for mobile
- 2015–2015 **Sales Consultant, OSO Technologies, Colorado, USA.**  
Developed market for one of the first successful "internet of things" products, PlantLink.
  - Closed three Fortune 100 clients in Q1 2015
  - Built the sales organization and a \$3MM USD pipeline
- 2012–2015 **Programmer, John Deere, Colorado, USA.**  
Agricultural equipment manufacturing
  - Created Dimensional Measurement Interface Standard software
- 2011–2015 **Founder, Irikonji Dive Gear, Florida, USA.**  
SCUBA diving softgoods manufacturer. Sold privately 2015.
  - Created a comprehensive eCommerce system, from payments to order fulfillment
  - Bootstrapped all product design and development
  - Sold privately in 2015
- 2010–2012 **Technical Software Sales, Wolfram Research, Illinois, USA.**  
The creator of Mathematica and Wolfram|Alpha.
  - Trained academic personnel, Grew US Academic sales pipeline 60% in two years.
- 2008–2010 **Project Engineer, EPC Automotive, Illinois, USA.**  
Tier 3 supplier for Ford, Nissan, and Mitsubishi.
  - Created the company's metrology program.
- 2007–2008 **Operations Supervisor, Caterpillar Inc., Illinois, USA.**  
Heavy equipment manufacturing with a focus on quality.
  - Responsible for 30 direct reports
  - Reduced non-conforming output 20%, increased throughput 40%.

- 2006–2007 **Quality Engineer**, *Caterpillar Inc.*, Illinois, USA.  
Heavy equipment manufacturing.
- Managed internal departmental quality program, alongside ISO
  - Collected and analyzed data, presented findings

## Presentations

- 2016 **Cryptofinance: Accessing Value in Connectivity** *UBS Zürich & London*  
2011 **Mathematica: An Overview** *Universities in the US & Malaysia, ATCM 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 | <b>Native speaker</b> | USA                 |
| German  | <b>A1</b>             | Switzerland         |
| French  | <b>A1</b>             | Switzerland, France |
| Spanish | <b>A1</b>             | Panamá              |

## Computer skills

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

## Interests

|               |   |
|---------------|---|
| Mountain      | Alpine skiing and ski touring, alpine climbing, sailing, scuba diving |
| Ocean         | Surfing, SCUBA diving   |
| Travel        | Visited over 30 countries in the last 5 years                         |
| Cryptofinance | UX and analytics development for Bitcoin, Zcash                       |

## Personal

- Married
- US citizen and Swiss B permit holder, living in Zürich