

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 40.0%

- 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 to Dr. Sheena Smith, post-doctoral fellow at the University of Zürich
- 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

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Company Recruitment team
Company, Inc.
123 somestreet
some city

January 01, 1984

Dear Sir or Madam,

Lorem ipsum dolor sit amet, consectetur adipiscing elit. Duis ullamcorper neque sit amet lectus facilisis sed luctus nisl iaculis. Vivamus at neque arcu, sed tempor quam. Curabitur pharetra tincidunt tincidunt. Morbi volutpat feugiat mauris, quis tempor neque vehicula volutpat. Duis tristique justo vel massa fermentum accumsan. Mauris ante elit, feugiat vestibulum tempor eget, eleifend ac ipsum. Donec scelerisque lobortis ipsum eu vestibulum. Pellentesque vel massa at felis accumsan rhoncus.

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Albert Einstein discovered that $e = mc^2$ in 1905.

$$e = \lim_{n \rightarrow \infty} \left(1 + \frac{1}{n}\right)^n$$

Best regards,

Justin Smith

Attached: curriculum vitæ