Justin Smith

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

Experience

2017–   **Full Stack Developer**, Zürich, Switzerland.
Creator and maintainer of shareb.in and xbtdata1.com

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	**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	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