

JONATHAN H. SCHNEIDER

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EXECUTIVE SUMMARY

Innovative, astute Executive Consultant with 17-year history of success in functional oversight, capacity building, resource management and allocation, program and product leadership, financial administration and fundraising, and team recruitment and supervision. Known for being a boldly innovative, yet also precise strategist who implements and improves plans based on definite intelligence. Uses technology as a tool to solve human problems. Designs and implements process solutions and policies that meet internal and customer/recipient needs. Consistently identifies and remedies areas of inefficiency and financial loss. Maintains extensive resource networks. Manages diverse, multi-located staff with ease. Leads teams to consensus by leveraging strengths and aligning individual and corporate goals. Possesses expertise in nonprofit, entrepreneurial, and corporate arenas.

AREAS OF EXPERTISE

- Operational & Program Oversight
- Project Launching & Scaling
- Fundraising & Profit Maximization
- Business Drivers & IT/IS Alignment
- Change Management
- Impact Analysis & Response
- Process & Program Redesign
- Marketing & Branding
- Multi-Level Staff Leadership
- Board Development
- Consultative Sales
- Network Expansion

SELECT ACCOMPLISHMENTS

- Grew 3 organizations to multi-million dollar levels, including: Gentrify (startup) from \$0 to \$20M, Kantina (startup) from \$0 to \$2.5M, and AACPD (nonprofit) from \$100K to \$1.6M with few resources.
- Fundraised (as individual) over \$30M in government and foundation grants, corporate giving, major gifts, venture capital, angel investors, financial institutions, and through relationships and pitches (\$250K from 10 min pitch).
- Changed, as lead Business Consultant, format of consulting services program by initiating refinement of services. Resulted in 96 new clients, 35 new jobs, \$4.1M in loans, and 13 new startup businesses (Open Sky).
- Strategized universally applicable operational strategy for start-ups. National organizations later adopted protocols and technologies (Gentrify and Kantina).
- Directed complete development lifecycle of first text-based artificial geolocation mobile recruiting capabilities for basic phones for low-income persons. Gained national visibility with \$1.5M series A funding and media highlights including: Wall Street Journal, Bloomberg, Yahoo!, and Crain's (Kantina).
- Established effective teams. Recruited 250+ interns & volunteers. For every direct hire, none were released.

SELECT CIVIC LEADERSHIP (of 30+ positions)

- **City of Chicago, SSA #34, Commissioner** (2007–2014)
- **YMCA, Metropolitan Chicago, Lakeview, Board Member; Finance Chair, Operations Chairs** (2007–2011)
- **City of Chicago Community Development Advisory Committee, Member** (2008–2009)
- **Governor of Illinois, Advisory Council Member** (2006–2009)

PROFESSIONAL HIGHLIGHTS

EXECUTIVE LEADERSHIP & PROGRAM/PROJECT MANAGEMENT

- Led launch of high-growth social venture built to yield employment-focused social impact. Gained praise from City of Chicago and won global competition sponsored by Google and Microsoft (Kantina).
- Tripled memberships in 2 years and grew capacity of volunteer professional association. Raised annual operating revenue by 614%. Recruited and cultivated experienced board of 16 (AACPD).
- Supervised 100+ person National Convention team by directly managing 10-person executive team. Employed monthly strategy meetings and weekly operations meetings. Doubled revenues to \$500K, increased attendance from less than 500 to 700 professionals, and tripled career fair attendees to 1200+ (AACPD).
- Spearheaded successful division of community organization with conflicting programs into 2 organizations. Split Board of Directors to ensure effective governance and positive financial continuity (AAA and AACPD).

TECHNOLOGY USAGE

- Developed sophisticated open source website and CRM infrastructures that facilitated targeted relationship management and communications 90% less in cost than nearest competitor. Enabled integration of popular technologies, easy data management, and straightforward user experience (Kantina, AACPD, Infinium).
- Lead national technology and website overhaul, from strategy and architecture to integration, for 2 large networks. Resulted in new integrated platforms for websites, social networks, project management, and relationship management (Cubed Map, AACPD).

STRATEGY, COLLABORATION & STRUCTURE BUILDING

- Initiated and implemented first formal strategic plan for largest national Asian American professional association. Resulted in more transparent leadership, narrowing of priorities, new branding and marketing campaigns, better integration with regional chapters, and unique programming that addressed both internal and external changing needs (AACPD).
- Led 6 Executive Directors of Mutual Aid Associations (\$2M–\$5M budgets) in assessments and strategic planning process to create greater unity. Established formal collaboration via mutual priorities on infrastructural and relational development. Resulted in 22% increase in funding (\$2M) across following 2 years (Open Sky).
- Researched, analyzed, and led marketing strategies for Japanese dot.com startup to pitch wireless technology services concept that led to 3 rounds of funding totaling \$21M (Gentrify 3D).

PROFESSIONAL HISTORY

KANTINA

Chicago, IL • 2011–2015

Executive Director

A technology-based social enterprise offering platforms for hyper-local employment connections, including first text-based artificial geolocation mobile recruiting capabilities for basic phones for low-income persons as a step toward alleviating the digital divide as well as recapturing and creating jobs in underserved areas.

- Led strategy and development in high-growth arena. Held 3 launches with aldermen and civic leaders for each product. Geolocated 30K points in Chicago to highlight opportunities in a person's immediate vicinity.
- Received media visibility (*Wall Street Journal*, *Bloomberg*, *Yahoo!*, and *Crain's*) and local and national awards.
- Marketed venture and provided community workshops while securing a network of partnerships, including with the City of Chicago, Illinois Department of Employment Services (IDES), Chicago City Council, City Colleges of Chicago, Cook County, and leading workforce development agencies (Streetwise, Albany Park Community Center, and the Chicago Jobs Council).
- Raised \$500K in angel funding and secured \$1.5M in Series A venture capital funding from an international venture capital firm focused on scalable technologies with global market appeal.
- Won \$250K in cash and \$80K in services during 1st month of operations at Kansas City's international Gigabit Challenge, a startup pitch competition with sponsors including Google, Microsoft, and the Silicon Valley Bank.
- Managed facilities, including negotiating leases, hiring and supervising construction build outs, rewiring of all telecommunications lines, purchasing of equipment, and maintaining integrity of IT equipment and network.
- Hired and trained 45 members including staff and volunteers on social media, graphic design, and pitching.

ASIAN AMERICAN CENTER FOR PROFESSIONAL DEVELOPMENT

Chicago, IL • 2005–2011

Managing Director

The leading pan-Asian organization in the Midwest dedicated to empowering the Asian American community through advocacy, research, education, leadership development, and coalition building.

- Progressed from Director of Development to Director of Operations and then named Managing Director.
- Coordinated process for \$15M affiliated merger with 4 nationwide regional organizations to create AACAJ.
- Created strategic and operational resource development plan that led to 7 new grants/contracts averaging \$30K each in the first 1.5 years. Slashed operational and event funding costs by nearly 20%, altogether growing budget from \$100K to \$1.6M.

OPEN SKY CONSULTANCY

Chicago, IL • 2004–2010

Strategy & Change Consultant

A group of business experts providing consulting services (ideation, infrastructure development, and growth) in business, tech, community, and civic arenas.

- Provided consulting to 96 new clients resulting in 35 new jobs, over \$4.1M in financing, and 13 new startups.
- Served as a national trainer for leadership curriculums for corporate, community, and academic clients.

PITNEY BOWES

Chicago, IL • 2002–2004

Consultant & Account Manager

A global technology company offering innovative products and solutions that enable commerce in areas of: IT, location intelligence, customer engagement, shipping, and global ecommerce.

- Conducted 100+ strategic analyses on clients' logistics, markets, and competitors' products and methods.
- Managed relationships with 300 clients at \$2M in volume and consistently exceeded district quarterly goals.
- Created automated computer and mobile analysis tools that were implemented regionally. Increased client ROI.

GENTRIFY – 3D立体图

San Francisco, CA • 2001–2002

Marketing Director

A social venture that created one of the first graphical interfaces for phones that enabled low-income individuals and other non-computer owners, access to information like weather, news, city services, and emergency alerts.

- Pitched concept. Won 3 rounds of funding totaling \$3M for a dot com startup and \$15M in partnership contracts.
- Led all market research, strategies, and communications with a global digital marketing team of 15.

COMPUWARE CORPORATION

Milwaukee, WI • 1997–1999

Sr. Consultant & Project Manager

A fortune 200 software services company with products providing large-scale IT solutions.

- Participated in 2 pilot programs. Provided software solutions, upgrades, and critical Y2K conversions.
- Created nationally recognized philanthropic entity: The Compuware Service Group.

OTHER HISTORY

CUBED MAP

Chicago, IL • 2011–2013

Founder & Executive Consultant

A social enterprise that delivers affordable IT and professional solutions to nonprofits and small businesses.

- Envisioned firm. Recruited Senior Technology Consultants, trained Managing Director, and secured initial clients.
- Led firm to becoming revenue positive in 2nd month.

CHICAGO ALLIANCE FOR NEIGHBORHOOD SAFETY

Chicago, IL • 1996–1997

Americorps VISTA Community Organizer

- Trained and mentored multi-ethnic community leaders to help reduce local gang-related crimes.

NATION NEWSPAPERS (KENYA)/REUTERS

India, Thailand, and Kenya • 1995–1996

Staff Photojournalist/Freelance Photojournalist

UNDERWATER CONNECTION, RED SAIL SPORTS, HARBOR VILLAGE

Caribbean Islands • 1992–1998

Divemaster

EDUCATION

- **PMI's Project Management Professional Program Certificate:** University of Illinois, Chicago (2010)
- **Professional Non-Profit Management Certificate:** North Park University & Donor's Forum (2006)
- **MBA, eBusiness & Entrepreneurism:** Case Western Reserve University (2001)
- **MIM, International Management:** Thunderbird, Graduate School of International Management (2000)
- **BA, Psychology, Minor in Business:** Washington University (1995)