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JONAH TUCKMAN

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PROFESSIONAL SUMMARY

Multiple-time founder who has built a strong acumen within the emerging technology space. Leveraging a technical background alongside experience working with and building startups to properly understand the growth and strategy of emerging technologies and businesses. Worked directly with Fortune 500 executives, billion-dollar manufacturers in Eastern Asia, cross-functional teams, and reputable investment funds. Now using acquired skills such as industry research, financial modeling, business operations, strategic partnership, cross-functional team working, project & product management, and more to aid growth at a higher scale.

ACCOMPLISHMENTS

- **Built and released (from 0 to 1) a Revenue Generating and temporarily EBITDA Positive Business**
- **Featured in Yahoo Finance, Market Watch and Seeking Alpha**
- **Multiple Keynote Speeches to Vassar College Business Clubs and Groupings**

SKILLS

- Python
- SQL
- OO Programming
- Microsoft Excel
- To-Market Planning
- Problem Solving
- Product Management
- Project Management
- Partnership Brokering & Negotiation
- Business Operations
- Strategy Planning
- Industry Research
- Budget Control
- Cross Functional Teams
- Business Development
- Financial Data Interpretation & Modeling

WORK HISTORY

Founder & CEO | EBumps - New York, NY

11/2019 - 05/2022

- **Built eBumps from concept to** fully developed, funded, and market released **revenue-generating platform.**
- **EBITDA Positive** until pandemic Ad Freeze impacted sales
- Brokered dozens of partnerships within the ad-tech space, needed for the functionality of the system, the product sales, and various businesses in the space.
- **Brokered deal with billion-dollar East-Asian manufacturer** to design and build our screens then coordinated shipping and installation.

- **Raised over half a million dollars** in multiple pre-seed funding round domestically.
- **Led the development teams** in the design and functional building of the product, oversaw outsourced marketing teams, **led sales pushes, brokered partnerships** in the space, coordinated conversations with our legal team, and more.
- Worked directly with Fortune 500 executives, founders at venture-backed startups, and more.

Founder & Director of Technology | Fitzner

05/2017 - 11/2019

Blockchain Consulting, LLC - Poughkeepsie, NY

- Provided concept-design solutions, resource management, and general advisory to a variety of **Fintech Companies** and projects in the Blockchain space.
- Worked with dozens of companies to provide solutions to complex problems by utilizing core principles of **blockchain technology** within their business model as it related to and interacted with Decentralized Fintech Principals.
- Designed and oversaw technical development for clients as well as designed internal **business models and to-market strategies** for companies early in their formation.
- Was one of the original four members of the firm. The business was eventually sold for a six-figure sum.

Software Engineering Intern | Raycatch - AI

04/2019 - 08/2019

Diagnostics for Solar Energy - Tel Aviv, Israel

- Worked on DeepSolar software that utilized state-of-the-art **artificial intelligence** technology to **maximize plant ROI** in large solar fields.
- Analyzed existing data, identified insights and quantified how they will affect our clients profitability, thereby increasing energy yield, reducing expenditure and improving ROI.
- Developed a close **relationship with the company's Chairman**, who retained me for many consulting jobs for the various companies he was invested in.

EDUCATION

Vassar College, Poughkeepsie, NY

Bachelor of Arts: Computer Science and Mathematics

- GPA: 3.75