

# Jonathan B. Miller

MIT Engineering & Management, MBA, MassChallenge Winner, Entrepreneurship

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<i>Summary</i>	Venture creation professional skilled in global strategy and management consulting leadership. Experienced working across markets: N. America (USA, CAN); C. Am. (MEX); S. Am. (ARG, URY, BRA); Europe (ITA, FRA); Asia (IND, CHN). Strong, creative, team-building communicator skilled at conveying complex messages to broad audiences, managing partner/client relationships, and being the 'translator' unifying teams of management, engineering, and design.	
<i>Professional Leadership</i>	<b>ENDEAVOUR PARTNERS</b> Cambridge, Mass., USA	08/2017 – present
	<i>Senior Manager for strategy consulting firm with expertise in mobile and digital business and technologies</i> <ul style="list-style-type: none"><li>• Formulated defense for Fortune 50 client (\$800B market cap) in federal patent case by evaluating 150+ patents, providing expert insight on technological differences between client's and plaintiff's products.</li><li>• Developed 5-year technology strategy assessing A.I. and 'smart home' trends for \$3B consumer device client.</li></ul>	
	<b>MERCADO LIBRE</b> Buenos Aires, ARG + Montevideo, URY	08/2016 – 02/2017
	<i>Customer Experience Consultant for Latin America's largest online commerce ecosystem (\$13B market cap)</i> <ul style="list-style-type: none"><li>• 1 of 4 selected to define 4 dimensions of purchase and returns policy in complex Central and South American markets (18 countries), where 32% transactions have issues.</li><li>• Introduced innovative first-in-Latin-America No Questions Asked Returns Policy (estimated \$120M bottomline improvement over 2 years) including implementation plan for illustrative national launch in key market.</li></ul>	
	<b>FLEX</b> San Jose, USA + Cambridge, Mass., USA	02/2017 – 08/2017
	<i>Product Architect, Strategic Business Analyst for #3 global electronics manuf. service company (\$8B market cap)</i> <ul style="list-style-type: none"><li>• Led three-person team in devising, designing, and developing "Angel Eye" roadway safety system based on ethnographic stakeholder research and autonomous vehicle testing, projecting \$50M revenue and 30% ROI.</li></ul>	
	<b>WHITE FEATHER SAFARI</b> Cambridge, Mass., USA + Ebensburg, Penn., USA	01/2004 – present
	<i>Managing Partner for venture creation firm that stewards projects via investment, advising, and in-house development.</i> <ul style="list-style-type: none"><li>• Co-founded, hired c-suite teams, and led development of 6 companies to market entry in diverse fields including:<ul style="list-style-type: none"><li>• <b>[Smart city infrastructure]</b> → <b>Pipeguard Robotics</b> (partners: MIT Mechatronics Lab, Booz Allen). Commercialized 10 patents, est. \$10B damage prevention per year across 100 mid-size water utilities. Y Combinator, TechStars, ImagineH2O (1 of 10 companies globally), HUBWeek Winner</li><li>• <b>[Corporate OPEX control]</b> → <b>Dimples, Inc.</b> Built 10-person team commercializing patented system for reducing printing ink costs by 30%, generating \$MM in savings per client. Wrote 100K+ lines of code, MassChallenge Winner (top 1% of 1,000+ startups globally)</li><li>• <b>[Oil &amp; Gas cost control]</b> → <b>Mad Dog Environmental</b>. Led 6-person team to develop product line from ideation to marketable product for shale gas drilling waste, saving \$10MM in environmental and human risk and \$50K cost per rig per annum.</li></ul></li></ul>	
	<b>CERMUSA</b> (Center of Excellence for Remote and Medically Under-Served Areas) Loretto, Penn., USA	05/2004 – 12/2009
	<i>Researcher for Army/Navy/DoD-funded nonprofit focused on telehealth and emergency first response.</i> <ul style="list-style-type: none"><li>• 1 of 2 students chosen to develop defense/medical applications of commercial technologies. Built robotic emergency mobile mesh networking system, VoIP, geospatial, and emergency first response systems.</li></ul>	
<i>Education</i>	<b>M.I.T.</b> , M.S. Management & Engineering. GPA: 4.9/5.0. GRE: V=163, Q=159, AW=4.5 Cambridge, Mass., USA	2019
	Princeton Graduate Case Competition Winner (3rd of 100), Harvard-MIT Case Competition semi-finalist, MIT SOLVER (1 of 40 chosen globally), Young Entrepreneur of the Year, Lemelson-MIT Prize finalist (top 1%)	
	<b>Saint Francis University</b> , MBA (GPA: 3.9/4.0), BS Math (3.9/4.0), BA Chemistry (3.8/4.0) Loretto, Penn.	2010
	Founder's Scholar (top 1 of 2K students), President's Advisory Council, Exec. VP of Student Govt.	
	<b>Penn State University</b> , Governor's School for Information Systems State College, Penn., USA	2003
	Top 0.01% of 500K students for Pennsylvania's elite college-in-high-school program. H.S. Valedictorian.	
<i>Service &amp; Activities</i>	<b>Service:</b> African drummer for World Drumming Ensemble, Elected treasurer of MIT Rowing Club, YTI Career Institute board member, Boy Scouts Counselor, <i>pro bono</i> advising to young companies and entrepreneurs <b>Event Support:</b> 5 TEDx events, 2 Head of the Charles Regattas (largest in the world), MIT SOLVE, 6 hackathons <b>Hobbies:</b> founded Prince Gallitzin Rowing Club, marathon barefoot runner (studied by Harvard), concert saxophonist, cryptocurrency investor, advocate for robust gut microbiome development, involuntary handyman	

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