

# JONATHAN SPUNGEN

## PRODUCT LEADERSHIP

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A hardworking, quick, and continuous detail-oriented learner with a decade of experience in AI + web3 product + investment, I am passionate about the cross-functional and internal + customer facing nature of product leadership. I have successfully led and assisted product development in companies I invested in, founded, and helped grow.

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### RELEVANT FULL-TIME EXPERIENCE HIGHLIGHTS

#### **FOUNDER + PRODUCT ENGINEER @ STEALTH STARTUP** 2022-2024

- Architected and coded a machine vision web application on my own through self-teaching.
- Learned and utilized development tools, such as: Amazon Web Services (AWS), Next.js, HCP Terraform, and more.
- Leveraged multiple software languages: Python, JSON, JavaScript, React, and others.
- Obtained buy-in from a major hotel chain subsidiary and assembled a team of industry expert advisors.

#### **FOUNDER + PRODUCT LEAD @ LETZGO** 2019-2022

- Led \$450 thousand fundraising campaign, setting the vision for a two-sided marketplace savings platform.
- Hired a software development shop to design, build, and iterate a user friendly, dynamic mobile app, and led a team of two engineers and one project manager.
- Generated 100+ B2B customers + hired and managed a salesperson + obtained and managed over a dozen interns over two years to achieve 1,000+ downloads + revenue + 50+ MAUs.
- Developed partnerships with the University of Illinois Chicago (UIC) to receive interns, the Small Business Development Center (SBDC) for business assistance and to receive a \$10,000 government grant, and 1871 to go through their PYROS startup accelerator program and receive additional resources.

#### **INVESTMENT MANAGER @ SPUNGEN FAMILY LLC** 2016-2019

- Started and managed my own investment portfolio with four figures of personal savings and grew it over 20x to \$100,000+ in three years.
- Identified, researched, and exploited gaps in market expectations of product value to become an early adopter of emerging assets and tech + investments to achieve multiple 1,000%+ ROIs, i.e., in the crypto and marijuana space.
- Worked two temporary jobs (see below) to support myself before the investments became successful.
- Invested in and helped advise Genius Juice, a consumer health product company that is relaunching.

### ADVISOR + TEMPORARY + PART-TIME + INTERNSHIP EXPERIENCE HIGHLIGHTS

#### **ADVISOR + PART-TIME @ PEER CHAIN + PEER BEARING + 4GEN BEARING** 2012-NOW

Worked as an advisor + part-time + interned at my family's ball bearing, chain, and sprocket manufacturing and distribution companies. Cold-called and interviewed customers in-person, generated analysis and reports and conducted product manufacturing feasibility study, entered data into systems, traveled to tour factories and foster key relationships.

#### **FINANCIAL MODELING – TEMP @ ROTARY INTERNATIONAL** 1 MONTH IN 2018

Created a data-driven financial model at a non-profit for their member rewards program to support myself until my investments became self-supporting. The financial model was successfully used to justify the continuation of the program.

**DATA - TEMP @ SPINS**

6 WEEKS IN 2018

Entered, standardized, and cleaned data at a retail data analysis startup to support myself until my investments became self-supporting. Developed a new method of cleaning data that improved data cleaning efficiency by 20%.

**STRATEGY – INTERN @ NOVELION THERAPEUTICS**

SUMMER 2017

Researched internal and external drugs and treatments then evaluated how they align with our current product offering, provided cross-functional support to ensure buy-in of key executives and generated reports and analysis for superiors.

**ASSOCIATE ANALYST – PART-TIME @ U.S.-CHINA CHAMBER OF COMMERCE**

2014-2015

Conducted market research and prepared presentations for executives + traveled to Vietnam to take part in a trade mission where I assisted the executives and received hands-on international business experience.

**BUSINESS ANALYST – INTERN @ U.S.-CHINA CHAMBER OF COMMERCE**

SUMMER 2014

Waited on business executives and politicians + took notes during and summarized meetings + ran errands.

## COMMUNITY INVOLVEMENT HIGHLIGHTS

**NEXT GEN BOARD MEMBER @ SPUNGEN FAMILY FOUNDATION**

2012-NOW

Evaluate charities to donate money to, research and propose new strategy initiatives, generate reports on board meetings, manage relationships between stakeholders, attend charity site visits to evaluate them, and build community relationships.

**YOUNG PROFESSIONAL BOARD MEMBER @ IHMEC**

2022-NOW

Joined the Young Professionals Board of the Illinois Holocaust Museum and Education Center. Fundraised over \$10,000 through marketing and community outreach and worked with co-chairs to implement Board's roadmap.

**VOLUNTEER @ AIESEC**

2012-2015

Sourced and procured local internships and jobs for international students by generating cold-calling lists and cold-calling local businesses as well as attending networking and local business events. Also, interviewed students for positions.

**PROFESSOR + SOCIAL MEDIA MANAGER @ FUNDACIÓN SAN ANTONIO**

SUMMER 2013

Taught Spanish to eight–eighteen-year-olds in Bogota, Colombia as part of a volunteer cultural exchange to teach communication + multi-cultural skills and generate understanding between communities.

**MENTOR @ THE NEURODIVERSITY ALLIANCE (FORMERLY EYE TO EYE)**

2012-2013

Served as a peer-to-peer mentor to neurodiverse elementary and middle school aged students. Facilitated leadership and community building programs to support and raise awareness for the one in five who learn differently.

## EDUCATION HIGHLIGHTS

**BSBA INTERNATIONAL BUSINESS @ UNIVERSITY OF DENVER + UVA SAS**

2012-2016

Majored in International Business + double-minored in Mathematics and Religious Studies + studied abroad on Semester at Sea (SAS) through the University of Virginia (UVA) where I took classes at sea and explored 13 countries while ported.

## HOBBIES + INTERESTS HIGHLIGHTS

**Hobbies:** chess (1700 rating), tennis, pickleball, exercising, drawing, travel, tasting new foods, and practicing Spanish.

**Interests:** La Liga (a European “soccer” league), self-growth + health and wellness, new technologies, and upskilling.