

JON D. DUJON

Master of Business Administration (MBA)

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STRATEGY CONSULTANT

Strategic Management ■ Business Development ■ Financial Analysis

Skilled communicator, researcher, and analyst with expertise in using data and research to drive the improvement of public policies, grow and streamline small businesses, and identify and pursue key opportunities. Adept at leveraging exceptional research, finance, and strategy skills to solve challenging problems.

Selected Highlights

- **Founded the Caribbean's first eThinkTank to provide independent research input into policy decision-making** ←
- **Currently providing critical institutional research and data analysis support for UBC bargaining process** ←
- **Experience designing and implementing macroeconomic and sectoral monitoring and evaluation frameworks** ←

Areas of Expertise

- Strategic & Tactical Planning
- Process & Procedure Creation
- Budgeting & Cost Control
- Performance Optimization
- Entrepreneurial Start-Up & Development
- Financial Management, Analysis & Reporting
- Market Segmentation & Market Penetration
- Multi-Disciplinary Team Collaboration
- Project Management
- Cash Flow Forecasting
- Research & Analysis
- Stakeholder Relations

CAREER SNAPSHOT

UNIVERSITY OF BRITISH COLUMBIA
Consultant, UBC Human Resources

February 2019 to present
Vancouver, BC

- **Leveraging** institutional research and data analysis skills to provide comprehensive costing services for collective bargaining, including consulting advice, measuring labour cost baseline and prospective wage increase cost, and quantifying novel and complex non-salary proposals across 11 bargaining units.
- **Preparing** data analysis and costing for the Public Sector Employer Council, involving: retrieval, compilation, and summarization of data in accordance with government regulations; communicating employer methodology on bargaining proposals, and representing the University during rigorous internal and external discussions regarding methodological approaches.
- **Providing** consultative and technical advisory services to departments and joint committees across the University on compensation, job evaluation, and salary administration, as well as other core employee relations issues.

ALGAS ORGANICS LTD.
Co-Founder / Strategy Consultant

May 2014 to Present
Telecommuting

- **Manage** core financial and strategic functions, including financial reporting, forecasting, and medium-term market strategies.
- **Co-founded**, developed, and managed the expansion of a start-up dedicated to the development of agricultural products derived from an invasive genus of seaweed.
- **Conducted** extensive research into productive and economically viable alternative uses for Sargassum seaweed, and helped develop an all-natural biostimulant using proprietary methods. Co-developed a process of extraction of plant nutrients and trace elements to produce powerful organic fertilizer.
- **Orchestrated** product trials in key markets and developed the strategic framework for international expansion, securing four export and distribution contracts.

- **Collaborated** with the Associate Director in shaping the overall strategic outlook of the initiative, and provided expertise in resource management, budget coordination, timeline management, and project risk management.
- **Instrumental** in building a comprehensive engagement platform that distilled KPIs and metrics into a real-time dashboard used to inform communications and engagement strategies.

ADDITIONAL WORK EXPERIENCE

Strategy Consultant (Contract), Calgary, AB
- Red Community Midwives (September 2016 to November 2016)

- **Completed** a cost benefit analysis, feasibility study, and implementation plan for expansion of the business, including: net present value analysis, cash flow projections, and community impact assessment, with the aim of increasing revenue by 12% per year over 5 years.

Consultant (MBA Strategy Consultancy), Toronto, ON
- Confidential Client (January 2016 to August 2016)

- **Collaborated** with a consulting team to develop a market entry and expansion strategy for a multinational engineering services company looking to enter Western European and Southeast Asian markets. Conducted competitor & sector analyses, identified key trends and future opportunities, and drafted a strategic outlook.
- **Developed** scenarios and projections for joint ventures and acquisitions, including target company valuations, stress testing, growth projections, as well as risk analysis and mitigation strategies.

Founder / Executive Director, Toronto, ON
- Caribbean Centre for Research on Trade and Development (May 2013 to December 2015)

- **Oversaw** the production of research studies on several priority areas, including: climate change, renewable energy utilization, international trade, economic policy, and innovation in agriculture. Managed the Centre's finances, budgets, donor reporting, fundraising, and grant writing.

Senior Policy Officer, Castries, Saint Lucia
- Ministry of Commerce, Business Development, & Investment (January 2013 to October 2013)

- **Led** an inter-ministerial committee tasked with monitoring the macro and microeconomic effects of a government implemented economic stimulus program and provided quarterly evaluations and strategic recommendations.

EDUCATION, TRAINING & CERTIFICATION

MBA, Finance and Strategic Management - Schulich School of Business, York University Toronto, ON (2016)

MA, International Trade and Trade Policy - The University of The West Indies, Bridgetown, Barbados (2012)

BA, Political Science and Psychology - The University of The West Indies, Bridgetown, Barbados (2011)

Board Governance Training - DiverseCity onBoard

Canadian Securities Course - Canadian Securities Institute (In Progress)