

Jason S. Davis

✉ contact@jasonsdavis.io
in www.linkedin.com/in/jasonsdavis

📞 +01.202.294.0652@mobile
📍 Kalispell, MT

PROFILE



- CEO
- Entrepreneur
- Technologist
- Consultant

Accomplished executive with over two decades as CEO (2x), startup founder, management consultant, financial data analyst, technologist, intelligence officer, and sales executive. Reputation for integrity and enhancing organizational performance, revenue, profit, and business growth. Successful in guiding expert data analysis and technology development teams, building relationships with investors and C-suite decision makers, creating strategic partnerships, implementing digital transformation, enabling consensus, and bridging technical disciplines across diverse operating domains. Demonstrable achievements in management consulting and entrepreneurship. Subject matter expertise in corporate finance, venture capital, SaaS development, commercial banking, financial forensics, data analysis, offensive and defensive cyber operations, government contracting, professional due diligence, international consulting in over 25 countries, and management consulting projects exceeding \$50M for clients with operating budgets exceeding \$1B.

AREAS OF EXPERTISE

- Executive Leadership
- Strategic Planning and Execution
- Business Development
- Financial Modeling
- Corporate Finance
- B2B Sales and Marketing
- Digital Transformation
- Management Consulting
- Risk Management and Compliance
- Process Improvement
- Profitability and Revenue Generation
- Growth Optimization
- Data Analysis
- Communication Skills
- Talent Development

PROFESSIONAL EXPERIENCE

CEO

2021 to 2023

Verafi.ai

Whitefish, MT

- Captain and evangelist for Seed stage SaaS technology startup using AI/ML and exabyte scale data to unlock deal flow and enable diligence for the venture capital, M&A, private equity, and commercial credit industries.
- Orchestrated turnaround of B2B startup company at invitation of company's original Founder and CEO, successfully raising \$1M in additional investment from venture capital firm founded by former Sequoia Capital partner, developing and launching SaaS product, and executing GTM strategy.
- Answerable to venture capital investors, Founders, and Board of Directors for company's overall business strategy, strategic planning, implementation of policies and procedures to maximize operational effectiveness, fiscal management, and technology development best practices, resulting in 75% time reduction in SaaS product development lifecycle.
- Developed corporate financial planning and analysis (FP&A) forecasts with a focus on P&L optimization, capital efficiency, ARR, and profitability, resulting in 50% reduction in monthly P&L and 6X extension of capital runway.
- Invigorated product development efforts, enhanced product market fit, GTM strategy, marketing mix, and restructured balance sheet to align with new company strategy.
- Maintained and encouraged relationships with external investors and Board of Directors.
- Liaised with executives and cross-functional team regarding business strategy, product market fit, GTM strategy, multi-channel marketing, pricing and sales strategies, expansion initiatives, and technical program management.
- Achieved targeted financial and product development goals, resulting in successful SaaS product launch in Q2 2022 and exit in Q1 2023.

Commercial Advisor and Fractional Executive

2020 to 2021

Whitefish, MT

- Delivered executive advisory and fractional CFO services to non-profits and technology startups pursuing enhanced business strategies, go-to-market solutions, financial modeling, financial valuation, technology leadership, executive coaching, pitch deck enhancements, and management consulting services.
- Led financial FP&A exercise for 501C3 non-profit seeking to weather pandemic financial realities, resulting in sustainable operations, validated financial forecasts, and cost center estimates for \$2.5M budget. Efforts ensured solvency, enhanced strategic planning, refined donation forecasts, and codified financial budgets.

EDUCATION

Master of Business Administration
The University of Maryland
Robert H. Smith School of Business
College Park, MD

Master of Science, Finance
The University of Maryland
Robert H. Smith School of Business
College Park, MD

Bachelor of Science,
Business & Life Science
Texas A&M University
College Station, TX

AFFILIATIONS AND ENDORSEMENTS

Flathead Valley Youth Rugby,
Volunteer Coach and Board of Directors

Foys to Blackhead Trail Association,
Board of Directors

Flathead Valley Community Kitchen,
Volunteer

Washington and Lee University School of
Law, Guest Lecturer

Full Scope TS/SCI/TK+ Clearance,
2002-2020 (inactive)

TECHNOLOGY

Microsoft Office | Google Enterprise Suite
MS Excel | Oracle | SQL | Unix Shell Scripting
Tableau | SPSS | SAS | R Studio | Splunk
MongoDB | Nmap | Snort | Slack | Carta
AWS | Enterprise Data Networking
Enterprise Data Storage

PROFESSIONAL EXPERIENCE (continued)

- Empathetically addressed executive questions and concerns. Built long-term, quality relationships based on earned trust and demonstrated expertise.
- Developed client pipeline and managed business development efforts. Analyzed market and industry trends, remaining up to date on relevant economic trends and government policies. Maintained client confidentiality.

Personal Sabbatical

2019 to 2020

Kalispell, MT

- Elective sabbatical to serve as family care giver through spouse's health crisis.

CEO and Co-Founder

2015 to 2019

Abaxx Associates (acquired by Chainalysis)
Washington, D.C.

- Established and grew expert management consulting firm from initial concept to over \$5 million in annual revenue in just 4 years, achieving 10X growth in net income and capturing \$250k in revenue per employee.
- Responsible for all facets of executive leadership, client service delivery, P&L management, sales growth, and operational management, including but not limited to business strategy, go-to-market plan, legal formation, taxation, hiring, retention, client development, marketing, project management, pricing, contract negotiation, Federal Acquisition Regulations (FAR) compliance, and DCAA compliance.
- Captured key commercial clients in Silicon Valley, including aspiring FINTECH company requiring C-suite support related to financial regulatory compliance, resulting in validated regulatory compliance plans and procedures for business planning and go-to-market strategy.
- Key federal clients included classified US agency in need of expert assistance in financial technology analysis, financial data forensics, data science, advanced data analysis, commercial finance, commercial banking, trade finance, and international business development support, resulting in 5-year engagement and delivery of over 170k professional hours across 20 staff.
- Supported key client engagements in over 25 countries worldwide, delivering data analysis and financial analysis expertise to foreign audiences and strategic partners.
- Shepherded San Francisco based digital gaming firm through ambiguous federal and state regulatory requirements related to virtual currency and digital exchanges, ultimately eliminating client's regulatory exposure and realignment of company's overall strategy.

PROFESSIONAL EXPERIENCE (continued)

Management Consultant

2006 to 2015

Booz Allen Hamilton

Washington, D.C.

- Delivered management consulting and subject matter expertise in financial analysis, data science, and cybersecurity to leading US commercial and retail banks, digital payment system providers, and classified US government agencies.
- Subject matter expert for engagement with multi-national US Money Center Bank based in New York, resulting in business and risk assessment strategies, policies, and procedures for foreign accounts to assure adherence to US Patriot Act requirements.
- Deputy Director of Booz Allen's *Cyber Threat Intelligence Center* with primary responsibility for day-to-day management of cybersecurity analysts and first responders pursuing malicious activity within Fortune 100 clients, resulting in containment of over a dozen advanced persistent threats (APTs) and prevention of system critical cyber-attacks.
- Authored operational playbook entitled *Strategic Roadmap for Advanced Analytics* for classified national security client, culminating in organizational redesign, \$50M budget realignment, and human resource realignment.
- Researched and analyzed client's business challenges and technologies to better understand their needs and advise accordingly. Identified milestones and required resources to meet project objectives. Determined and communicated with internal and external work groups regarding products and projects. Established trusted relationships with key stakeholders, staff, and project teams. Delivered training and presentations to audiences ranging from C-Suite executives to forums of 400+ professionals. Provided respectful feedback to company management. Encouraged workable solutions.
- Recipient of "Values in Practice Award", the company's highest and most coveted award for exemplifying firm core values, exemplary professional interactions with colleagues and clients, and personal conduct.

Intelligence Analyst

2002 to 2006

National Security Agency

Fort Meade, MD

- Served with distinction as civilian intelligence analyst and subject matter expert for senior US policymakers on classified and highly sensitive national security issues concerning global telecommunications, commercial banking, informal banking systems, data forensics, and financial technology.
- Hand-picked by Senior Executive leadership to serve on internal management consulting team directed to tackle Agency's most pressing intelligence gathering and analysis challenges.
- Awarded National Meritorious Unit Citation for exceptional performance in support to classified mission.

Enterprise Outside Sales Executive

2000 to 2002

XO Communications (acquired by Verizon)

Austin, TX

- Identified, validated, developed, and captured customers in enterprise segments in support to sales of telecom services and Tier 1 data networking.
- Awarded for exceptional performance for selling 200% of quota.