

# Jon D. Dujon

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*Economic policy analyst, strategist, and entrepreneur with 4+ years of experience using data and research to advance public policy, grow and mainstream startups, and identify and pursue key opportunities. Possesses a broad knowledge base, supported by both public and private sector work experience and advanced degrees in International Trade, Finance, and Strategic Management. Looking to leverage my knowledge and expertise into a career in banking and finance, strategy management, corporate sustainability, or public policy.*

## Education

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### **MBA in Finance and Strategic Management, October 2016**

**Toronto, ON**

*Schulich School of Business, York University*

### **MA in International Trade and Trade Policy, October 2012**

**Bridgetown, Barbados**

*The University of The West Indies*

### **BA in Political Science and Psychology, October 2011**

**Bridgetown, Barbados**

*The University of The West Indies*

## Skills

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- Expert in Microsoft Office, with a focus on Excel
- Intermediate financial modelling skills
- Web and tech savvy, require little to no training
- Proficient in quantitative evaluation methods
- Basic coding skills (Swift, Python, HTML)
- Comfortable with SQL

## Professional Experience

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### **Co-Founder/Strategy Consultant**

**Telecommuting**

*Algas Organics Ltd.*

*May 2014 – present*

- Co-developed process of extraction of plant nutrients and trace elements from sargassum seaweed in order to produce powerful organic fertilizer
- Developed and implemented a market penetration strategy to increase product presence in Latin American and Caribbean countries, resulting in 4 export and distribution contracts
- Utilized Adobe Design Suite to design a product label for the flagship product, and build the company website
- Collaborated with the Organization of Eastern Caribbean States to accelerate the restoration of vegetation and wildlife in countries ravaged by Hurricanes Irma and Maria

### **Strategy Consultant**

**Calgary, AB**

*Red Community Midwives*

*September 2016 – November 2016*

- Completed a cost benefit analysis and feasibility study for a planned birthing centre, including net present value analysis, cash flow projections, and community impact assessment, with the aim of increasing revenue by 12% per year over the next 5 years

### **Researcher/Social Media Manager**

**Ottawa, ON**

*International Development Research Centre*

*January 2014 – July 2014*

- Used key metrics such as traffic sources, bounce rate, top pages, and top content to increase TTI's social media following by almost 400%
- Completed a research project exploring the role of actor networks in the adoption of science, technology, and innovation research into policymaking in Southeast Africa, and drafted related technical reports and briefs

### **Founder/Executive Director**

**Toronto, ON**

*Caribbean Centre for Research on Trade and Development*

*May 2013 – December 2015*

- Founded the CCRTD as a civil society institute to fill a visible research and analysis gap in policymaking in Caribbean countries
- Managed the Centre's finances, budgets, donor reporting, fundraising, and grant writing, and sourced over \$40,000 in project funding
- Oversaw the production of research studies on several priority areas, including climate change and renewable energy utilization, international trade, economic policy, and innovation in agriculture
- Built and maintained the website, and led the public relations and communications volunteer committees

### **Senior Policy Officer**

**Castries, Saint Lucia**

*Ministry of Commerce, Business Development, And Investment*

*January 2013 – October 2013*

- Led an inter-ministerial committee tasked with evaluating the macro- and microeconomic effects of a government implemented economic stimulus program
- Led and managed a review committee responsible for reducing or minimizing subsidies on key imports; reduced the government's subsidy bill by over \$4M, with no significant negative fallout
- Conducted a complete review of the effect of value-added tax implementation on the cost of medication for vulnerable groups with non-communicable diseases, resulting in significant modification to the national pharmaceutical tax policy

**Research Associate****Ottawa, ON***Centre for Trade Policy And Law**June 2012 – September 2012*

- Collaborated with the Executive Director to draft the Jamaica 2030 Vision Action Plan, a policy strategy document outlining the country's challenges and opportunities in pursuing greater economic development
- Completed a thesis and technical paper on the developmental potential of geographical indications, a form of intellectual property with the potential to increase the value of indigenous agricultural goods

**OTHER EXPERIENCE**

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**Consultant (MBA Strategy Consultancy)****Toronto, ON***Confidential Client**January 2016 – August 2016*

- Worked 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 and sector analyses, identified key trends and possible 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

**Graduate Student Representative, Graduate Business Council****Toronto, ON***Schulich School of Business, York University**January 2016 – July 2016*

- Demonstrated excellent leadership in representing the graduate student body on the Council; was responsible for recording student complaints and issues and reporting them to the Council or appropriate faculty for resolution.

**Equity Researcher****Toronto, ON***MBA Equity Investment Project**January 2016 – March 2016*

- Prepared detailed reports on target technology, healthcare, and discretionary stocks using DCF and comparables analysis, and assisted with the creation of a portfolio that returned 11.6% over a 3 month investment horizon

**Estate Planning Intern****Toronto, ON***Manning Financial**September 2015 – December 2015*

- Prepared risk profiles and developed personal financial management plans for 10 clients, with a focus on tax planning, investment strategies, and estate planning

**Intern - Study Tour****Geneva, Switzerland***United Nations Conference on Trade and Development**May 2012*

- Worked with researchers from Latin American and Caribbean countries to develop a working paper on moving beyond Special and Differential Treatment (S&DT) in international trade to a new model for developing countries and emerging economies
- Completed the UN Conference on Trade and Development Virtual Institute's Trade Policy Analysis program, and developed competencies in the use of trade policy research tools such as Direction of Trade Statistics (DOTS), World Integrated Trade Solutions (WITS), ITC's Market Access Map (MacMap), and partial equilibrium models, including SMART (trade creation and diversion), the Agricultural Trade Policy Simulation Model (ATPSM), and the Tariff Reform Impact Simulation Tool (TRIST)

**CERTIFICATIONS**

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- **Board Governance Training**, DiverseCity onBoard
- **Canadian Securities Course (In Progress)**, Canadian Securities Institute

**VOLUNTEER EXPERIENCE**

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**Volunteer Driver****Surrey, BC***Meals On Wheels**February 2018 – present*

- Deliver meals to 21 elderly and differently abled people. The elderly are often lonely and for some of them, I am the only human interaction they will have all day.

**Finance Committee Member****Burnaby, BC***Fair Haven Homes Society**February 2018 – present*

- Assisting with financial oversight through quarterly financial statement analysis, as well as oversight of Fair Haven's investment portfolio performance