

Jonathan B. Adams, PE, MBA

Murfreesboro, TN 37129

Skills and Interests

Technical: C/C++, Python, SQL, HTML, CSS, AI/LLMs, SAP and other ERPs, MS Office, Quickbooks, CAD, Linux/Unix CLI, CRMs.

Project Management: SOWs creation, writing and negotiating contracts, MS Project, Gantt Charts, Agile, Waterfall, Hybrid.

Business Development: Cold calling, Sales letters, Advertorial writing, Direct mail campaigns, Website creation (HTML and CSS).

Financial: Budget creation, ROI, NPV, Cost-Benefit Analysis, Company Evaluation, Weighted Working Cost of Capital, and Lease vs. Buy Analysis.

Education

MASTER OF BUSINESS ADMINISTRATION (MBA) | MAY 2011 | MURRAY STATE UNIVERSITY | MURRAY, KENTUCKY

BACHELOR OF SCIENCE IN MECHANICAL ENGINEERING | MAY 2008 | UNIVERSITY OF KENTUCKY | LEXINGTON, KENTUCKY

ASSOCIATE IN SCIENCE | AUGUST 2007 | WKCTC | PADUCAH, KENTUCKY

Publications

Adams, Jonathan B. (2007) "**Vorticity Reynolds Number and its Relation to Momentum Reynolds Number in Wedge and Corner Flow.**", https://jonathanadams.pro/projects/Boundary_Final.pdf

Adams, Jonathan B. (2024) "**How to Manufacture for Profit.**", (*218 Page Book about manufacturing.*) https://jonathanadams.pro/projects/How_To_Manufacture_For_Profit.pdf

Adams, Jonathan B. (2025) "**Utilizing Optimal F in Scenario Planning.**", <https://jonathanadams.pro/projects/optimal-f-for-scenario-planning.php>

Leadership Experience

- As Finance Manager - Led and was responsible for AR, AP, Payroll, Receiving departments along with all their staff.
 - As Project Manager - Led multiple direct reports and subcontractors on numerous occasions. Often teams would number above 60 men.
 - As Operations Supervisor - Led teams of 14 to 20 direct reports.
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Business Development Experience

- Leveraging personal investment capital, identified, researched, and qualified over 1,600 businesses within a 50-mile radius to develop a targeted acquisition list for potential family investment, narrowing the list to 864 viable candidates based on defined criteria.
 - Developed and launched a marketing website featuring a sales video and implemented direct mail campaigns to engage business owners and generate interest.
 - Proactively followed up with non-responsive business owners through persistent cold-calling efforts, making up to eight calls to maximize outreach and secure engagement.
 - Conducted in-depth negotiations with five business owners, evaluating financial performance and ultimately concluding deals were not viable based on established investment criteria.
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Past Work Experience

*SENIOR MECHANICAL ENGINEER | PROJECT MANAGER | RESOURCETEK, LLC | NOVEMBER 2019 * PRESENT*

- Functioning in an augmented staff capacity, providing project management support to operations and engineering for a wide range of capital projects and continuous improvement initiatives (Kaizen/expense projects).
- Managed critical building structural projects, ensuring proper structural integrity and repair of the facilities' steel/concrete support structure. Oversaw warehouse infrastructure repairs and projects, demonstrating expertise in facilities management.
- Collaborated with key stakeholders to define and manage capital budgets for future years, contributing to strategic financial planning.
- Provided technical support to maintenance teams, facilitating the development of effective solutions to complex operational challenges.
- Consistently delivered **projects to completion under budget by 5% or more and ahead of schedule**, demonstrating exceptional project management skills and a commitment to efficiency.

- Led and mentored junior engineers and project managers, providing guidance and support across all phases of the project lifecycle. Fostered a collaborative team environment.
- Leveraged strong communication and interpersonal skills to effectively communicate with stakeholders at all levels of the organization, including vice presidents, ensuring alignment and project success. Contributed to positive stakeholder management.

FINANCE MANAGER | UNDISCLOSED | FEBRUARY 2019 - DECEMBER 2019

- Served as a key member of the leadership team, working directly for the owner of a multi-million dollar operation, providing strategic financial guidance.
- Spearheaded the creation of new income budgets and KPIs, while diligently tracking adherence to all department-specific financial metrics. Demonstrated expertise in change management and organizational transformation.
- Designed and implemented bonus structures for key personnel, and managed the execution of bonus payouts, aligning incentives with business objectives.
- Drove **organic revenue growth of 7% year-over-year and accurately forecasted overall net income within 0.03% of actual NI for the forthcoming year-end**, showcasing exceptional financial forecasting skills.
- Directed Accounts Receivable (AR), Accounts Payable (AP), and payroll functions, ensuring efficient and accurate financial operations.
- Developed and facilitated new marketing and promotional agendas with associated budgets for the upcoming year, contributing to revenue generation.
- Developed and executed capital expenditure (CAPEX) plans and managed budgets strategically to minimize net income tax liability, optimizing financial performance.

SENIOR PROJECT MANAGER | IVEY MECHANICAL | OCTOBER 2016 - AUGUST 2018

- Led the complete MEP (Mechanical, Electrical, and Plumbing) subcontract execution for the Tennessee State Museum in Nashville, Tennessee, a large-scale project valued at \$160 million. Directly responsible for the successful project delivery within budget and schedule.
- Managed a team of two superintendents, three supervisors, multiple subcontractors, and a labor force as large as 60 employees, demonstrating strong team leadership and effective resource allocation.
- Held full P&L responsibility for the entire MEP project, overseeing all facets including HR, engineering, finance, and logistics, ensuring

efficient budget management and financial performance. Demonstrated strong strategic thinking and ability to manage risk.

PROJECT MANAGER | MECHANICAL ENGINEER | BRIDGESTONE | FEBRUARY 2012 - MARCH 2016

- Successfully managed the completion of over \$20 million in capital projects, demonstrating strong project management skills and a commitment to project delivery.
- Developed and executed numerous kaizen and expense-related project improvements throughout the mixing department, contributing to operational efficiency and cost reduction.
- Provided cross-functional support to other departments, ensuring the achievement of all year-end capital spend goals and contributing to overall business objectives. Demonstrated effective stakeholder management in achieving these goals.

OPERATIONS SUPERVISOR | SAFETY & ENVIRONMENTAL COORDINATOR | AMERICAN ELECTRIC POWER | AUGUST 2006 - JANUARY 2012

- Supervised a crew of up to 14 direct reports, consistently exceeding coal terminal tonnage **throughput targets by 97%** of shifts, demonstrating strong leadership and a commitment to operational efficiency.
- Managed significant train and barge traffic along the Ohio River, requiring effective resource allocation and logistical planning.
- Developed a new lockout/tagout standard as Safety Coordinator, contributing to a safer work environment and demonstrating a proactive approach to risk management.
- As Environmental Coordinator, routinely collaborated with various state and federal agencies (US Coast Guard, Army Corps of Engineers, EPA), ensuring compliance with all NPDES permits and Title V air pollution control requirements, demonstrating strong stakeholder management and a commitment to environmental stewardship.

MISC. PROJECTS

- Built an AI LLM powered website cloning script in python which could create blog posts at a rate of 40+ per hour.
 - Built an entire website using nothing by HTML, PHP, and CSS. You can see it at <https://jonathanadams.pro>
 - Built trading position and capital allocation calculator in C++.
 - Built a website content management system using Bash, Python, and Git.
 - Built my own CRM.
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Licenses and Certifications

- Professional Engineer License | State of Tennessee | #117909
- Past Certified Scrum Master
- OSHA 30
- PMI course completed and already qualified by PMI to obtain PMP or PgMP designations if required.