Jonathan W. Stowe

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Highlights

Proven strategic and tactical leader delivering revenue growth through innovation, marketing, and selling and bottom line growth through continuous margin improvement. From process improvement and tools, to team development and performance culture I am an expert at unifying cross-functional management, outsourced services, and diverse teams to lead organizations and deliver results.

- Customer driven Products and Services Innovation
- High Growth through Sales and Marketing
- Values driven, brand architecture
- Organizational Goals Development and Tracking
- SAAS Platform Strategy and Systems Architecture
- Strategic and Financial Planning and Reporting
- Diverse, Equitable, and Inclusive Culture
- HR, Finance, & Operations Policies and Practice
- Talent Development and Mentoring
- Partnerships, Mergers and Acquisitions

Professional Experience

Chief Operating Officer, Teachstone Inc. 2017-Current
Lead growth-stage workforce education company from $14mm to $50mm, with rebrand, corporate conversion and cash flow margin improvement of 15%. Direct responsibility for all new products and services, programs and events, services delivery, customer support, warehouse and inventory, engineering, editorial, product marketing, and sales team development.

- Created, launched online certifications and training - moved to online with $10mm in revenue year 1.
- Launched 4 new product lines (services, hardware & software) built for early childhood classrooms.
- Services margins improved from 58% to 79%.
- Tripled revenue, controlled costs, created strong EBITDA leading to high profitability. Report to the founder and board.

President, Dev Bootcamp LLC 2013-2017
Led Industry-creating startup through hyper-growth ($4mm to $20mm), scale, and eventual sale to Kaplan Education. Transitioned leadership from founder, wrote business plan, secured funding, led expansion to 6 locations, managed acquisition, transitioned to new parent company. Public representation of industry to White House and leadership of industry association.

- Led organization to profitability, maximizing value for owner during sale.
- Created marketing and sales (admissions) teams, finance and regulatory group. Created industry leading diversity team with focus on women and BIPOC representation. First bootcamp to achieve diversity equal to population.
- Change management leadership for a millennial organization and students. Reported to the founder.

Chief Operating Officer, Teachscape Inc. 2011-2013
Transformed professional development company into SAAS platform and services company. Grew revenue by 150% CAGR ($15mm to $50mm) through development of a market-leading workforce development system for education.

- Responsible for R&D (named inventor on 4 patents), product management, content, engineering, IT, support, integrations.
- Created organizational plan and product roadmaps. Implemented agile methods. Built a new platform (2.2mm lines of code).
- Created startup culture within a 12 year old company. Reported to the CEO and board.

Chief Technology Officer, Pearson Higher Education 2009-2011
Responsible for software and products for the $250mm, K-18 professional development division of Pearson PLC. Grew business by 130%. Led growth strategy, created multiple products, and completed 5 acquisitions. Reported to the division CEO.

Chief Technology Officer, Thomson Reuters Inc. 2006-2009
Led online platforms and products with $285mm in revenue and +500k users. Created new products with $100mm in new revenue. Reduced costs (45%) and created high availability (99.99%) systems. Created efficient development (97% on-time, on budget).

Previous roles include VP/Director of Product Management, VP/Director of Technology, Product Manager, and Developer

Education & Certifications

University of Connecticut, BA Computer Graphics, MCL 1991
Interaction Design Foundation, UX Courses-Certificate
Certification Cultural Competence and Inclusion 2020

Awards & Interests

12+ Industry Awards (SIIA, ASU-GSV, Bessie,etc.)
Startups - boards, technology advisory, and mentorship
Habitat for Humanity volunteer