

Jon Krodel

SENIOR OPERATIONS LEADERSHIP

 (812) 630-0591

 jonathankrodel@gmail.com

 Fairfield County, CT

INTRODUCTION

Experienced and capable operations leader creating loyalty, collaboration, and highly regarded relationships that consistently lead to successful outcomes. Acts decisively while exhibiting the key elements of operations management, training and development, project management, and talent acquisition. Steadfast career growth, notable organizational skills, and proactive business acumen. Quick and thorough problem-solver with patience, persistence, and sound planning to build relationships and reach company goals. Strategic decision-maker and proponent of leveraging technology and automation to increase operational efficiency.

SKILLS

- Profit and Loss Management
- Longstanding Company Commitments
- Empathetic Leadership
- Corporate Technology Strategy
- Product Implementation & Integration
- Analytics & Insights
- International Business Acumen
- Systems & Tools
- Business Operations
- Training and Development
- Vendor Sourcing and Management
- Strategic Planning
- Cross-functional Communications
- People Development
- Team Building
- Project Management

CAREER

DIRECTOR OF OPERATIONS *(promotion)*

Daversa Partners, January 2022-Present

- **Added over \$1M in annual revenue** through implementation of systems and candidate sharing practices
- **Direct and lead company systems while managing relationships with 30+ vendors**
- **Improved business efficiency by 30%** by mapping new technological systems improving experience for employees, clients, and candidates
- **Senior leader for ["Dreamscape," a business unit dedicated to increasing diverse representation](#) in tech**
- **Built and manage Daversa Partners' business technology team**
- Formulated and implemented spend management plans and policies to reduce operational costs and improve efficiency
- Set and implement strategic goals and initiatives to align company with mission, values, and vision
- Coordinate and direct financial or budget activities to fund operations, maximize investments, and increase savings
- Built systems roadmap
- Lead cross-functional projects to improve operational productivity

HEAD OF OPERATIONS

Daversa Partners, October 2019-January 2022

- **Spearheaded rollout of LifeLabs Management and Leadership Training** to Daversa's senior leadership team
- **Implemented improved systems**, including Rippling, RocketReach, Slack, and Google Workspace
- Led migration of company email from on-premises to the cloud (O365) and connected systems through Azure AD for increased security and improved user experience
- Partnered with IT to design and implement company hardware strategy, including shifting the entire tech infrastructure from Windows desktops to Mac laptops
- Customized SalesLoft to integrate with Daversa's core ATS system, *Clockwork*

- Engineered a safe employee return-to-office plan post-Covid
- Team appeared on [Forbes Best Executive Recruiting Firms 2022](#) list
- Team given “Great Place to Work” certification

HEAD OF TALENT

[Daversa Partners](#), November 2017-October 2019

- **Led talent acquisition and managed recruitment of over 70 new hires spanning 10+ onboarding classes**
- **Launched a special projects group focused on identifying the top 10% of future Material Impact Executives**, creating the next generation of technology leaders and innovators globally
- Led culture and team-building initiatives
- Implemented Daversa's GDPR compliance policies and managed privacy-related inquiries

HEAD OF TRAINING & DEVELOPMENT

[Daversa Partners](#), October 2015-November 2017

- **Produced over \$4M worth of value for the firm in two years** based on placements
- **Developed essential standardization procedures** including pitch and interview guides for all employees
- Created and led training programming, including transitioning training content from paper to 100% digital
- Coordinated over 20 guest speakers and company visits at Facebook, Google, Dataminr, among others
- Coordinated approximately 10 off-sites and led ad hoc trainings for *Venrock*, a strategic partner

ASSOCIATE

[Daversa Partners](#), April 2014-October 2015

- **Drove candidate pipeline development, candidate engagement via LinkedIn, emails, phone calls, and overall project management and execution**
- Collaborated with venture capitalists, founders and executives on recruitment
- Participated on committee that drafted official core values of Daversa
- Recruited C & VP level executives for consumer internet and enterprise technology companies, including finance, product, talent, marketing, and operations roles

CONSULTANT

[Daversa Partners](#), May 2013-April 2014

- **Identified the next generation of global technology leaders and innovators**
- Supported the firm's partners in research, outreach to candidates, and weekly search updates with clients
- Researched client companies, their value propositions, and their competitors

REGIONAL MANAGER

[Odyssey](#), May 2012-September 2012

- **As the leader of one of the top producing teams nationally, I was promoted to Regional Manager, overseeing multiple universities and \$150K+ in revenues**
- Managed, coached, and trained 30+ sales reps across six major universities
- Developed strong relationships among clients, creating a reputation of excellent customer service

SALES AND OPERATIONS LEAD

[Odyssey](#), April 2011-September 2012

- **Grew revenue 100% YOY**
- Managed editorial team via online proofing process, **reaching 5,000 weekly viewers**
- Oversaw sales team of 5 sales reps for Odyssey at Purdue
- Sold ad space to local businesses

EDUCATION

BACHELOR OF SCIENCE IN ORGANIZATIONAL LEADERSHIP & SUPERVISION

Purdue University, College of Technology

FOUNDER of Phi Kappa Tau, fraternity focused on community service. Members performed 1,000 hours of community service in the first year, the highest average among Purdue fraternities.

ACHEIVEMENTS + CERTIFICATIONS

- **University of Notre Dame - Certificate in Negotiation Essentials**
- 2018: Recruited Alan Gao (*prior Director of Engineering at Amazon*) to become CTO of PillPack (acquired by Amazon for \$1B)
- **Certificate in Lean Process Improvement** - Purdue University
- 2020: Recruited Ken Bedingfield (*prior CFO at Northrop Grumman*) to become COO (now CEO) of Epirus. Business valued over \$1B.

Filename: Jonathan Krodel Resume 2023 - Final.docx
Directory: /Users/nicolelataifabikheirs/Library/Containers/com.microsoft.Word/Data/Documents
Template: /Users/nicolelataifabikheirs/Library/Group Containers/UBF8T346G9.Office/User Content.localized/Templates.localized/Normal.dotm
Title: Jon Krodel
Subject:
Author: Nicole Lataif
Keywords:
Comments:
Creation Date: 6/8/23 12:08:00 PM
Change Number: 2
Last Saved On: 6/8/23 12:08:00 PM
Last Saved By: Nicole Lataif
Total Editing Time: 1 Minute
Last Printed On: 6/8/23 12:08:00 PM
As of Last Complete Printing
Number of Pages: 3
Number of Words: 822
Number of Characters: 5,800 (approx.)