

Jonathan R. Byrd

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Experience

- 2013-present **LAKESIDE MANAGEMENT PARTNERS, LLC** **BOSTON, MA**
Cofounder & Managing Partner
- Search Fund established to acquire and assume executive responsibilities for a private small business
- summer 2012 **WALT DISNEY COMPANY** **LOS ANGELES, CA**
Summer Associate, Global Business Development – Parks and Resorts
- Researched \$10B+ package travel market and identified opportunities for expanding Disney’s family vacation package portfolio and testing new trip formats projected to triple segment revenues within 5 years
 - Developed demand model for \$100M+ Retail, Dining, and Entertainment complex in Hong Kong to align local market segmentation with income qualifiers and improve usability by collocating assumptions and projections
- 2011-2012 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Consultant, MBA Global Immersion Field-Based Learning program
- Conducted market research and developed positioning strategy for a Sao Paulo, Brazil based digital marketing agency’s first entry into the rapidly growing Brazilian smart phone video game market
 - Planned, developed, and launched a group travel inspired web service, successfully achieving course objectives of generating short-term revenue and demonstrating long-term viability as evaluated by independent investors
- 2008-2011 **LOCKHEED MARTIN** **ORLANDO, FL**
Senior Production Engineer
- Led operations engineering efforts to successfully establish production capability under a \$10M contract to develop and produce a prototype threat warning system.
 - Led Performance Management Team of 45 engineers, planners, and hourly production employees (including 20 direct reports) responsible for \$195 million in annual sales
 - Supervised team of 10 test specialists responsible for production testing of an advanced targeting system while managing assembly flow and worker priorities to ensure production activities supported program needs
 - Prepared and coordinated Manufacturing Readiness Assessments with government and supplier teams and utilized the resulting experience to help shape new policy for execution of similar reviews within Lockheed
 - Participated in competitive Operations Leadership Development Program
 - Certified LM Lean and Six Sigma Green Belt with experience facilitating kaizen team events
- 2005-2008 **US AIR FORCE, OPERATIONAL TEST AND EVALUATION CENTER** **EGLIN AFB, FL**
Assistant Technical Advisor
- Led document review teams consisting of experienced military personnel and contractors, and fostered a supportive atmosphere by encouraging team members to contribute ideas
 - Contributed to development of final test report which was considered “gold standard” for all future reports among operational test detachments by ensuring report compliance with templates and consistent information flow
 - Participated in competitive Palace Acquire internship program with opportunities to develop leadership and technical skills through on-the-job training and formal graduate studies

Education

- 2011 - 2013 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Candidate for Master of Business Administration, May 2013. Skills include Negotiations, Strategy, and Small Business Acquisitions
- 2006 - 2007 **UNIVERSITY OF CENTRAL FLORIDA** **ORLANDO, FL**
Master of Science degree in Electrical Engineering with concentration in photonics. Supported Satellite Remote Sensing Lab research and development of hurricane tracking models
- 2001 - 2004 **WEST VIRGINIA UNIVERSITY** **MORGANTOWN, WV**
Bachelor of Science degrees, *magna cum laude*, in Computer Engineering and Electrical Engineering. Member of Eta Kappa Nu and Tau Beta Pi Honor Societies, and the Institute of Electrical and Electronics Engineers

Personal

Enjoys traveling to new locations, playing golf, hiking, and other outdoor activities