

Jonathan Vo

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Education

San Jose State University

San Jose, CA

Bachelor of Science in Management Information Systems | Gpa: 3.8

May 2027

- Relevant Coursework: Introduction to Business programming, Fundamentals of Management Information Systems, Systems Analysis and design.
- Awards/Honors: Dean's Scholar Award, DECA regionals 1st Place, SkillsUSA CTSO Award, NLSL Scholar Program

Experience

Founder/CEO

Remote

Client Acquisition Consultant

January 2023 - Present

- Developed and implemented digital marketing strategies across social media platforms, increasing new client outreach by 45.5%.
- Acquired and closed 200+ clients for high-ticket digital information products.
- Structured content strategies and optimized outreach funnels.

Founder/CEO

Remote

Online Clothing Arbitrage Business

January 2023 - Present

- Reached revenue goals with a 60% or more return on profit in the first year of business.
- Extensive product research and data analysis from market trends to push revenue and maximize growth potential.
- Acquired and managed thousands of units at wholesale while negotiating individual prices with suppliers.

Divine Intuitions

Remote

Marketing and Consultant Intern

January 2024 - May 2024

- Supported marketing campaigns by drafting social media content and assisting with outreach, contributing to a 15% increase in engagement over the internship period.
- Conducted market research and competitor analysis to provide.
- Assisted in client consultations by preparing presentations materials and notes, improving meeting efficiency by 20%.

Adidas Outlet Store

Livermore, CA

Retail Sales Associate

July 2022 - January 2023

- Taught 10+ new hires at an Adidas retail store basic to intermediate retail ethics and skills.
- Demonstrated and instructed quality customer service skills to Adidas new hires which established life long skills that they had applied.
- Increased membership sign ups by 15%, leading to more recurring customers to the business.

Technical Skills: Digital marketing, Data Collection, High-ticket sales, Social Media Analysis, Visual content creation, Sales funnel.

Areas of Expertise: Sales, Digital Marketing, Business Development, Entrepreneurship, Fintech, Sales Operations, Growth/Strategy.

Languages: Vietnamese conversational, English native.
