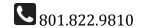
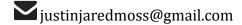
JUSTIN J. MOSS





in/justinjaredmos	SS
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Key Accomplishments:

- Lead content development team to create, edit, and publish over 11,000 pages of curriculum and documentation
- Launched custom developed knowledge management system to international community (20,000 pages of content)
- Scoped, managed, and delivered custom software integrations with Qualtrics for several Fortune 500 companies
- Lead full-service initiatives with cross-functional collaboration and external teams for several Fortune 500 companies
- Improved BYU-Hawaii scholarship system using SQL database queries used to evaluate 2000 students annually
- Focused online marketing channels and strategy which increased qualified sales leads 21% for Seating Innovations
- Utilized Lean Six Sigma tools to increase booking 178% and decrease wage expense by 20% for Lavish Getaways
- Designed two strategic board games one uses unique scoring mechanism with zero sum round based scoring
- Wrote and produced full length music album

Leadership:

- Hired and lead a team of writers and editors
- Nominated and elected class President during MBA
- Presented at collegiate leadership conference
- Presented to panel of top Fortune 500 executives
- Founded profitable event photography business
- Taught senior level undergraduate business classes

Experience:

Acton Academy, Austin, TX

Chief Challenge Creator

January 2017 – Present

- Recruited and lead team of writers and editors to produce 5 years of curriculum for national network of schools
- Designed student feedback systems and driver analysis for curriculum development
- Developed frameworks used for curriculum redesign and project-based learning

Qualtrics, Provo, UT

Client Success Analyst - Mid-Market

December 2014 – August 2016

August 2015 – August 2016

- Managed a portfolio of 80 Mid-Market client accounts (primarily Fortune 500) with annual revenues of ~\$3M
- Lead department in account expansion by generating over \$750K in opportunities (~350% of quota)
- Launched initiatives in multiple Fortune 500 companies managed cross-functional teams across departments, across companies, and with external contracted partners for enterprise software implementation deployment

Client Success Analyst - SMB

December 2014 - August 2015

- Managed a portfolio of 150 SMB client accounts with annual revenues of ~\$2M and 95% renewal retention
- Assisted in developing operating rhythm and programs intended for over 1,000 clients
- Consulted on market research best practices, data analysis, and survey design

Roland Equity Partners, American Fork, UT

September 2014 – December 2014

Private Equity Analyst - Search Fund

- Compiled market analysis, industry segmentation reports, and due diligence on executive teams
- Assisted in performing financial and market research on investment companies

Brigham Young University - Hawaii, Laie, HI

January 2014 – June 2014

Teaching Assistant • Entrepreneurial Management (Course based on Harvard MBA Case Study Course)

- Strategic Management (Capstone Business Management Course Capsim Business Simulation)
- Cash and Valuation (Capstone Entrepreneurship Course)

Skills/Certifications:

- SAP TERP10 Certified Business Associate
- SAP (ERP), SAP Crystal Reports, and Tableau
- Lean Six Sigma Methodology

- Bloomberg BESS Certified Finance
- SQL Database Queries, data analysis, Tableau dashboards
- Project Management Institute Member

Education:

Acton School of Business, Austin, TX

December 2016

Masters of Business Administration – Entrepreneurship

Analyzed over 200 Harvard Business School case studies building financial models and decision frameworks

HBX | Harvard Business School,

February 2015 Pass / (Pass/Fail)

CORe: Credential of Readiness – Courses: Business Analytics, Economics for Managers, and Financial Accounting

Brigham Young University Hawaii, Laie, HI

Graduated Magna Cum Laude – June 2014

Bachelor of Science - Business Management - Supply Chain, Operations and Project Management

CGPA: 3.84 /4.0

Volunteer:

The Church of Jesus Christ of Latter-day Saints, Everett, WA

March 2008 - 2010