

bryan@jbryanscott.com  
904-476-8253

**J. Bryan Scott**  
www.jbryanscott.com

(upon request)  
San Francisco, CA 94107

## **EDUCATION**

- CFA – Candidate, Level 1 Exam; CFA San Francisco Fellowship Winner** 9/08 – 12/08
- University of Florida – B.S., Finance; Minor: Entrepreneurship** 8/04 – 8/08
- Finance GPA: **4.00 / 4.00**; Cumulative GPA: 3.51 / 4.00
  - SAT Math: **700**; SAT Verbal: **700**
  - Education financed 100% through merit-based scholarships
  - Teaching Assistant for Business Finance; Management Consultant for GatorNest

## **WORK EXPERIENCE**

- OpenDNS** (profitable IT startup, venture capital-funded) – **Business Analyst** 8/08 – Now
- Reported to CEO, advisors, board members; Assisted in strategy development
  - Built models to analyze & project revenue; Identified most profitable markets for expansion
  - Developed metrics for user retention, attrition, cost, value, industry comps
  - Increased daily revenue in current markets by 15% by optimizing ads
- TechCrunch** (startup & technology blog; 3.5M monthly readership) – **Intern / Analyst** 3/08 – 7/08
- Researched startups, founders, financial organizations; Analyzed & published findings
  - Covered over \$400M in venture capital funding, over \$4.9B in acquisition activity
- Park on the Fly** (replacement to parking meter, angel-funded startup) – **Co-Founder, CTO** 8/07 – 5/08
- Designed & built product in 7 weeks; Recruited & led team of 4 programmers
  - Negotiated term sheet & valuation for \$200,000 angel round
- Inflexion Partners** (early-stage venture capital) – **Intern / Analyst** 6/07 – 12/07
- Analyzed business plans, financial models, valuations, market sizes, competitors, exits
  - Sourced 100+ investment opportunities; Conducted C-level management team due diligence

## **CAMPUS LEADERSHIP**

- Public Speaking** (at non-affiliated organizations) – **Requested Speaker** Multiple
- Podcast Interview, SIFE Entrepreneurship Month, “Park on the Fly & Student Entrepreneurship” (1/08)
  - Keynote Speaker, Entrepreneurship Club year-end meeting, “Launching a Web-based Business” (11/07)
- Gator Growl 2007** (student-run production; 48,000 audience, 600 staff) – **Director of Web Technology** 2/07 – 11/07
- Grew website visits by 400% (vs. previous year); Analyzed traffic; Forecasted ticket sales
  - Recruited & led 4 Assistant Directors to implement web-based solutions
- Kappa Upsilon Chi** (men’s social fraternity) – **Founding Treasurer** 4/05 – 5/06
- Negotiated / wrote \$114,700, 3-year lease for the fraternity house; Wrote prospectus; Closed sales
  - Conducted FP&A; Setup bank accounts; Filed IRS documents (tax reporting); Collected dues

## **PROFICIENCIES, HONORS, PERSONAL**

- Business: Word, PowerPoint, **Excel**: pivot tables, data analysis, solver, macros
- Technical: C++, PHP, MySQL, XHTML, CSS, AJAX, MVC, web standards, security
- Semifinalist in HKUST (Hong Kong) MBA International Business Plan Competition while in undergrad (4/08)
- Article on venture capital cited by Michael Arrington, “Sequoia’s Gospel of Startups More True Than Ever” (3/08)
- Play & compose music on guitar; Avid on & off road cyclist; Other hobbies: bike repair, surfing, tennis, golf