

JON COOPER

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STRENGTHS

- Breadth and depth in technology and finance across banking, hedge funds, fintech, startups
- IQ+EQ engagement across roles, levels, and venues: scrum to sales call, datacenter to boardroom
- Commercial focus on “the business of the business”: outcomes, capabilities, constraints, context
- Player-coach, happy to do the work or to lead it directly or indirectly

SELECTED EXPERIENCE

FIRST REPUBLIC BANK (NOW JPMORGAN CHASE)

New York, NY and San Francisco, CA

Head of Marketing Technology & Analytics Strategy

05/2022 - 07/2024

- Recruited by CMO to build the future of marketing technology for department of 200+ (\$100M opex)
- Responsible for the bank’s website, intranet, customer-facing email, CDP, campaign orchestration
- Led turnaround of 50-person team and rescue of complex, regulatorily exposed portfolio
- Produced \$10M+ run-rate savings by rationalizing vendor and licensing spend along the way
- Formally aligned roadmaps across Marketing, Digital, IT, Data, InfoSec, Compliance, with C-suite backing
- Managed responses to multiple FDIC regulatory “matters requiring board attention”
- Transitioned Client Insights organization, platforms, and data into JPMorgan Chase after acquisition

Head of Applied Analytics

12/2018 - 05/2022

- Led hub-and-spoke analytics teams embedded with C-suite and functional leaders; framed business problems, created data products, drove decisions, operationalized change; direct relationship w/ the full executive team
- Built the next-gen analytics, data, and BI environment in close partnership with Data, Enterprise Architecture, Cloud, InfoSec, Vendor Management, Compliance, Operations teams and their leadership
- Selected, negotiated, procured, and personally deployed dbt, Alation, Fivetran, Sigma Computing, Beacon Platform
- Moved analytics from fragmented and ad hoc to unified and engineered; drove adoption across our extensive Snowflake footprint, migrating dozens of teams from 200+ database servers
- Worked with senior executives, business leaders, internal teams, and outside advisors including Bain, McKinsey, Oliver Wyman, EY, Slalom on numerous engagements: growth, deposit, and lending strategy; operational excellence; NPS, annual C-suite/board-level planning processes
- Delivered firm-wide impact on sales management, operational transparency, client engagement, automation, data, reporting, and BI

COLCHIS CAPITAL MANAGEMENT

San Francisco, CA

Chief Technical Officer

06/2013 - 09/2018

- Scaled firm from \$100M to \$1.4B AUM as owner of technology, data, analytics (with one other FTE)
- Built automated investment systems that bought >200k “peer-to-peer” loans (>\$2B) with 90% fill rates
- Created “single pane of glass” platform: trading, risk, ops, portfolio analytics, reporting, infra monitoring
- Designed and operated infra: virtual, physical, on-prem, co-located, cloud, end-user, facilities, data warehouse
- Served as CISO, overseeing cybersecurity, DR/BCP, regulatory audit, investor due diligence, vendors
- Member of investment and compliance committees; active in credit/portfolio analytics, operations, finance, investor relations, legal, HR, deal structuring, negotiating, and execution; built out 7000 SF office space, planned our offsites
- Launched consumer lending ([BestEgg](#)) company, VC fund, single-family rental fund ([article](#))
- Won protracted technical litigation defending preferential contracts of existential importance

CARBON FIVE*Team Lead***San Francisco, CA***05/2011 - 04/2013*

- Embedded with clients at top-tier agile product engineering / UX consultancy (ex: MasterClass, Skype)
- Led small teams in iterative design/build of web and mobile products from database PaaS to iPhone games

GIFTLY*Co-founder & CTO***San Francisco, CA***2010 - 2011*

- Virtual gift card company (www.giftly.com)
- Raised \$3M from tier-1 firms, achieved product-market fit, sold to giftcards.com

FINA TECHNOLOGIES*Vice President, Trading***San Francisco, CA***2008 - 2009*

- Embedded as financial domain expert with biotech/ML team launching an FX trading venture
- Wrote reporting, market data, experimental tools; translated between research, trading, and technical teams

DEUTSCHE BANK / ARROWGRASS CAPITAL*Head of US Convertible Proprietary Trading / Portfolio Manager, US & Japan***New York, NY and London, UK***06/2004 - 07/2008*

- Recruited to run US convertible bond prop trading book (~\$5B); provided liquidity to flow desks
- Structured, placed, and backstopped >\$2B in convertible bond deals; won “deal of the year”
- Joined global head of convertibles in a carve-out, relocating to London on 1 day’s notice
- Ran multi- $\$B$ convertible, capital structure, cross-asset arbitrage books (credit, equity, rates, vol)
- Wrote and relied on my own tools, e.g. for credit curve trading, debt vs equity, short-end basis, event arb, puttable/callable high-grade bond arbitrage

AMARANTH*Convertible Bond & Capital Structure Arbitrage Trader***Greenwich, CT***03/2002 - 04/2004*

- Joined as execution trader, reconciliation clerk, and coffee/lunch guy for two desks of PMs/traders; grew quickly to my own book and P&L
- Generated and implemented trade ideas in convertibles, credit, and derivatives markets; traded new issues, swiftly developing an opinion and trading strategy for each
- Member of technology steering committee during expansion from \$85M to \$9B AUM

BEYONDBOND*Senior Software Engineer**03/2001 - 03/2002*

- Embedded with traders on Nomura Securities treasury/MBS desk
- Built a comprehensive (positions, risk, order management) fixed income trading platform

EDUCATION

NEW COLLEGE OF FLORIDA

B.A. Software/Social Context

- New College is Florida's public liberal arts honors college
- Self-defined major combining software engineering, mathematics, sociology
- Thesis: "[Toward a Charter of the New Cyburbanism](#)" on steering the growth of the nascent Internet
- Publication: "[The social organization of audio piracy on the Internet](#)". Media, Culture & Society, 23(1), 71-89.

SUN MICROSYSTEMS (JAVASOFT)

Cupertino, CA and Chelmsford, MA

Intern and Co-Op Student

1996 - 2001

- 4 internships, one co-op semester on the team (initially of 25) that invented Java
- Wrote keynote demos for 12,000 attendee JavaOne conference

PROFESSIONAL DEVELOPMENT

- >1B tokens across OpenAI and Anthropic models, trailing 30 days
- Continuous and voracious learner via e.g. Coursera, Math Academy, DeepLearning.AI
- General Management, Harrison Metal
- First Republic Leadership Development Program, Wharton
- Executive Coaching, Leadership Development Institute