

Nick Johnson

Chief Executive Officer (CEO) and Managing Partner

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Entrepreneurial Executive with 20+ years of professional experience in executive management roles – working as a strategic and high caliber senior executive to define and deliver product strategy – driving engagement and team activity while ensuring that the business delivers a seamless experience across all touchpoints. Skilled in working closely with technology leadership to develop, communicate, and implement an efficient product roadmap. Known as a creative and innovative executive with excellent communication and analytical skills – bringing energy, enthusiasm, and leadership while working across business units to ensure team buy-in and execution on the right priorities. As a leader, apply executive management experience as well as excellent communication skills to drive multiple projects forward. Skilled at diagnosing product problems from multiple viewpoints while leveraging experience to piece together scalable and sustainable solutions effectively and efficiently with expertise in mobile applications, technology, and enterprise software.

Work History

Chief Executive Officer (CEO), January 2016 – Present

Tex-Mex Media, Los Angeles, CA

- Executive duties include: finding new business, maintaining partnerships and community outreach, creating presentations, addressing work groups, and collaborating on social media strategy, execution, and management.
- Handle networking, relationship building and management, and resource management – developing and managing strategic partnerships, business development, and contract management. Utilize expert skills in creating the appropriate media opportunities and preparing clients for social media integration.
- Leverage business procedures to ensure the firm operates efficiently in a competitive environment. Responsible for vision and sales direction to ignite rapid growth via team goals and targets for performance standards.

Chief Executive Officer (CEO), December 2011 – September 2013

IApp, Los Angeles, CA

- IApp provides cutting-edge and industry-leading solutions, while valuing strategic partnerships with select developers and resellers, software companies, and premier advertising agencies and design firms.
- Worked with a team of software experts who were focused on providing powerful mobile solutions for enterprise organizations. Used a results-driven approach to software development and product execution, with the ability to rapidly incorporate new information and a willingness to lead teams to provide innovative solutions.
- Provided technical and organizational leadership as CEO, engaging with strategic partnerships to evaluate the latest solutions in blockchain, AI, data management. Worked closely with business partners and product teams – leading the overall product strategy as the leader of the management team – working across multiple partners to refine product specifications and the vision for each product, while executing in team direction as quickly as possible.

Chief Operating Officer (COO), December 2009 – December 2011

IApp, Los Angeles, CA

- Regularly determined the resources (time, money, equipment, etc.) required to complete assigned projects by developing schedules for project completion that effectively allocated limited resources to prioritized activities.
- Experienced in building and managing high-performing product teams. Led IApp's Accelerate Platform, which enabled organizations to extend branding, marketing, and business processes to their mobile constituents.
- Built mobile solutions that had multiple data components, leveraging that data to derive unique client insights.
- Developed high-quality business strategies and plans with an adeptness for managing and mentoring Product Managers, Product Designers, and UX Specialists –accelerating development team output while ensuring their alignment with product requirements. Oversaw all operations and business activities to ensure results.
- Led cross-functional teams in project management, creating new business plans to meet the needs of business partners. Defined the scope of projects in collaboration with senior management. Gained additional experience in building scalable SaaS products – quickly solving a wide range of issues at the strategic and operational level.

District Manager / Store Manager, January 2008 – January 2009

Your Dollar Store, Indianapolis, IN

- Complied weekly, monthly, and quarterly reports, tracking sales trends for shifts and product categories.
- Communicated with employees to coordinate overall sales effort in accordance with aggressive store goals.
- Coordinated sales, merchandising, customer service, and management activities for this retail store.

Operations Director, January 2007 – January 2008

Cracker Barrel, Atlanta, GA

- Managed 6-8 area managers who were direct reports; led budget process for the entire business market.
- Opened 75+ new restaurants, demonstrating excellence in management.
- Operated 65 restaurants in Southeast territory with 55 restaurants in GA, AL, MS, and FL.
- Grew sales to over \$80MM in revenue.
- Spearheaded training and development support. Actively participated in the training program, which was a management-training tool that was eventually used to consistently to develop employee standards.
- Hired, developed, and evaluated management talent to maintain an adequate team to meet turnover, succession, and growth needs. Ensured readiness of top talent as a foundation to support rapid growth.

Area Manager, January 2000 – January 2007

- Demonstrated ability in operating a total of 8-15 restaurants located in Atlanta, DC, and Tallahassee.
- Worked with marketing, training, culture department to ensure great operations and financial results.
- Recognized as a team player and creative thinker who worked well independently by demonstrating energy, pride, organization, and a dedication to quality as well as a passion for employee development.

Education

University of Georgia – Master of Business Administration (MBA)