

# JONATHAN M. COLLINS

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## EDUCATION

**UNIVERSITY OF FLORIDA – Hough Graduate School of Business Administration** Gainesville, FL  
**Master of Business Administration** May 2009

**UNIVERSITY OF FLORIDA** Gainesville, FL  
**Bachelor of Science in Biochemistry** May 2002

Minor: Business Administration

Undergraduate Research: Physical Chemistry Department, 2001-2002

**MBDi-Mastering Business Development**, June 2003 Charlotte, NC

- Gained exposure to insights from key business leaders in the United States

## EXPERIENCE

**Product Manager – Biosciences** 2005 - 2007  
CEM Corporation Charlotte, NC

- Managed Bioscience Division ~ 4M in sales in FY 2007
- Determined strategic business plan for growth opportunities
- Created sales and marketing strategy for the business
- Directed involvement with creating a global sales and marketing strategy
- Extensive experience working with R&D, Manufacturing, Marketing, Sales, and Finance departments in an organization
- Authored a chapter in a major science book

**Developmental Biochemist** 2002 - 2004  
CEM Corporation Charlotte, NC

- Created a new company division - Bioscience Division
- Developed and patented a new technology for making peptides/proteins
- Led a development team that created an automated microwave peptide synthesizer based on novel technology that was a recipient of the 2004 R&D 100 Award
- Direct experience in creating and managing strategies in sales, marketing, R&D development, and operations managements

## ACTIVITIES

- Volunteer Organizations – UF Dance Marathon (2000-2002), MS Walk, American Cancer Society Golf Tournament
- Hobbies - Tennis, Basketball, Running, Cooking