

Jonathan W. Pait

jonathan@pait.org | www.linkedin.com/in/jwpait | pait.org | 864.567.9764

PROFILE

- Highly visible leadership roles directing 12,000 membership association, founding award-winning software company, and serving as spokesman for well-known regional university
- Broad experience in leading and working with teams overseeing strategic planning, budget, marketing, and communications.
- Collaborative and supportive leader successfully identifying, hiring, and motivating personnel with multiple direct reports
- Track record of working with CEOs, university president, executive committees, and boards
- Maintaining extensive network of ongoing relationships in Upstate community across multiple disciplines

Core Competencies

Strategic Planning and Vision
Public and Media Relations

Key Partnership Development
Public Speaking

Project Management
Personnel Management

Software Proficiencies

Proficient

Full Microsoft Office suite
Adobe Creative suite
QuickBooks

NetSuite
Raiser's Edge
Microsoft SQL

Past Proficiency

Various programming
languages including HTML, ASP,
and PHP

EXPERIENCE

Founder and Owner | The Worthwhile Company, Inc., Greenville, SC 1997-Present
Worthwhile (worthwhile.com) has been improving the Carolinas' manufacturing and heavy industries with advanced technologies for more than 20 years. Aspiring to be a magnet for companies seeking the most valuable software it has become a leading regional software development firm. It has been recognized with numerous industry awards and as the Greenville's 2015 Small Business of the Year. The company employs over 20 team members and seeks to be the destination for people seeking the most fulfilling work. This passion was recently recognized as Worthwhile was listed in the SC State Chamber's Best Places to Work in SC.

- Formed startup with the first webcast of live radio stations in South Carolina (three local stations and two national networks)
- Transitioned and negotiated with multiple partners experiencing relationships which have provided great insight into best practices among partnerships
- Work with leadership team in strategic planning and business development including finance, contracts, processes, marketing, customer support, and personnel
- Overseeing budget creation and accountability in both start-up to multiple million-dollar environments
- Currently serve on board as founder and owner advising CEO and executive team focusing on improving share value with company growing at over 20% per year

Manager, Events and Services | Bob Jones University Alumni Association, Greenville, SC

2008-Present

- Lead team up to five supporting 12,500 dues paying membership organization
- Designed, managed the programming of, and lead launch of a custom CRM and membership portal allowing membership to search by affinity groups, geolocation, education, professions, employment and more. This resulted in thousands of updated records and connection of thousands of alumni
- Created and implemented new strategic plan for communicating to constituents and motivating interaction in a digital community
- Coordinated planning, logistics, and promotion of the first homecoming event in the 90-year history of the organization leading to thousands of visitors to the event
- Coordinated planning, logistics, and promotion of regional events around the country
- Launched and managed the monthly Third Thursday lunch and learn series averaging over 22 attendees in Greenville

Public Relations Manager | Bob Jones University, Greenville, SC

1997-2008

- Represented organization to local and national media including national networks and cable news shows
- Worked to build constituent relationships with external publics
- Worked with chief communications officer in managing internal and external communications

Administrative Assistant to the President | Bob Jones University, Greenville, SC

1994-1997

- Promoted and organized international conferences with venues in Europe and South America
- Coordinated special projects for chief executive including first-ever institutional web site
- Aided in the creation of executive communications

Field Representative | Bob Jones University, Greenville, SC

1993-1994

- Led three consecutive performance teams to hundreds of recruitment venues
- Organized and managed logistics to coordinate travel for a team of 6 over 50,000 highway miles
- Represented University via public speaking and individual recruiting

EDUCATION

M.A., Pastoral Studies | Bob Jones University, Greenville, SC

May 1993

B.A., Pastoral Studies | Bob Jones University, Greenville, SC

May 1991

HONORS

Who's Who Among American Colleges and Universities (1991)

ACTIVITIES

- Leadership Greenville – Class 29
- Founder and director of the I Do It For Foundation
- Greenville City Planning Commissioner
- Chairman of deacons at Suber Road Baptist Church

- Class teacher at Suber Road Baptist Church
- Competitive cyclist (Category 3 USA Cycling)