

Jonathon Michael Wiggins

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EDUCATION:

Florida State University, Tallahassee, FL
MASTER OF BUSINESS ADMINISTRATION
Concentration in Finance

University of West Florida, Pensacola, FL
BACHELOR OF SCIENCE
Marketing

EXPERIENCE:

IMS ExpertServices, Pensacola, FL
SENIOR RECRUITING CONSULTANT

March 2015– Current

- Directs teams on search direction, expert specification details, and project scope details
- Delivers verbal presentations and biographical detail of experts to client managers and Am Law 250 client attorneys
- Researches, reviews and understands new scientific, technical, and business topics for vetting experts in a wide variety of industries
- Oversees pricing components and negotiates expert contracts
- Member of the fulfillment process mapping team, beta testing group for new software rollouts, and competitive intelligence team
- Received Servant Leader of the Year award, 2015

Escambia County School District, Pensacola, FL
MATHEMATICS INSTRUCTOR

September 2013– March 2015

- Conduct group and individual classroom activities with students based on differentiated intellectual and behavioral needs leading to an all-inclusive learning environment.
- Participate in numerous professional development sessions with local and nationally recognized educational leaders to learn how to improve classroom management, increase student motivation, and develop engaging classroom activities.
- Maintain and log daily contact with parents and administrators regarding student achievement and behavioral issues.
- Develop assessment methods and strategies to improve instruction and student engagement.
- Lead tutoring groups to augment traditional learning environment.

Florida Small Business Development Center, Tallahassee, FL
CONSULTANT

April 2011– March 2012

- Provided counseling to small and medium-sized businesses on all aspects of business management and strategic planning.
- Compiled and analyzed the data collected during the counseling process and prepared formal, written reports summarizing observations, findings, and recommendations for implementation.
- Conducted group training seminars on a variety of business topics, including business plan development, marketing, financial projections, accounting and cash flow management.
- Reviewed and developed collateral material to promote services and assistance through the statewide network of Small Business Development Centers.

Jonathon Wiggins, continued.

Balser Companies, a National Financial Partners Company, Atlanta, GA May 2000 - April 2009
CONSULTANT / ANALYST

- Effectively analyzed and managed sophisticated employee benefit plans for Fortune 1000 corporations (clients included Coca-Cola, ConocoPhillips, Deutsche Bank)
- Projected the financial impact of multi-million-dollar client plans by developing advanced financial models and outlined the most appropriate liability funding strategy through macro- and micro-economic evaluation.
- Exercised due care to address finance, accounting, and investment needs of clients, including tax related issues associated with corporate sponsored benefit plans.
- Successfully negotiated special pricing structures with national financial institutions, collaborated with strategic partners, investment banks, and brokerage firms to develop client plans and meet company goals.
- Supervised audit team to ensure timely delivery of client reports on a monthly, quarterly, and annual basis.
- Presented and reviewed financial projections and audit results on an inter-office and client-oriented basis.
- Directed responses to client inquiries and coordinated team responses to resolve client issues.

Prudential Individual Financial Services, Tallahassee, FL April 1998 - May 1999
FINANCIAL ADVISOR

- Developed profitable marketing plan for numerous financial services and products consisting of life insurance, annuities, mutual funds, cash management accounts, pension plans, disability insurance, health insurance, and estate and retirement planning.
- Consistently developed an average of 20 new face to face prospects each week through cold calling and client referrals.
- Top commissions producer in new recruiting class for Northeast Florida region.