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EDUCATION

2007-2009 Kellogg School of Management Evanston, IL

Northwestern University

Master of Business Administration degree, June 2009

* Majors in Finance, Biotechnology Management and Social Enterprise
* Deans Service Award and Quaker Oats minority fellowship

2000-2004 University of texas at austin Austin, TX

Doctor of Philosophy in Chemistry degree, August 2004

“Group 14 metallocenes and structure-function relationships in metalloenzymes”

* National Defense Science and Engineering Graduate Fellow (2001-2004)
* College of Natural Sciences Excellence Fund Graduate Fellow

1996-2000 University of tennessee Knoxville, TN

Bachelor of Science in Chemistry degree, May 2000; *summa cum laude*

* Tennessee Scholar (full-scholarship to 25 students in entering class of ~6000)
* Dreyfus Undergraduate Research Award, American Chemical Society (ACS) Senior Scholar, Tylenol Scholar
* Elected President of the ACS Student Chapter and Faculty-appointed, Student Chair of Southeast Regional Meeting of the ACS

Experience

2011-present **IMPACT ENGINE** Chicago, IL

 *Co-founder and Managing Member*

* Launched the first venture accelerator in the Midwest specifically designed to support social impact businesses. The first class, Impact 1, has successfully closed $1.2M in equity capital, to date
* Transformed the Chicago ecosystem for social ventures by aggregating the community through monthly events designed to educate and support social innovators. Grew attendance from 45 to 298 in 12-months
* Assessed 176 venture applications for commercial potential, strength of entrepreneur, viability of business model and competitive advantage. Interviewed 32 applications and selected eight ventures for Impact 1
* Mentored and coached six of the teams in Impact 1 through business model design, identification of key hypotheses, design of experiments and testing, market evaluation and investor presentations

2009-present **KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY** Evanston, IL

*2012-present Clinical Assistant Professor of Entrepreneurial Practice & Director of Social Entrepreneurship*

*2009-2012 Assistant Director of Social Enterprise Program & Levy Social Entrepreneurship Lab*

* Managed and grew our program’s annual operating budget from $12K to nearly $300K through corporate sponsorship, grants and alumni engagement
* Developed 2-year strategic plan for social entrepreneurship and innovation to better align with Kellogg’s new seven-year strategic plan and impact initiatives
* Launched the *International Impact Investing Challenge* engaging 400+ graduate students from around the world in the design of financial vehicles for institutional impact investors (2011-2013)
* Coached and mentored student teams in the entrepreneurial process from ideation to commercialization, resulting in the formation of five business ventures
* Developed and taught a new social entrepreneurship course that integrates user-centered design to teach students to build empathy with the user, identify community needs, develop innovative solutions, test demand and incorporate and fund a venture, specifically in developing markets
* Established strategic partnerships with U.S. Department of State, the Small Business Administration and peer schools including the University of Chicago Booth School of Business to advance the field of impact investing and co-host the 2011 Impact Investing Summit in Chicago
* Spearheaded the creation of the *Kellogg Social Entrepreneurship Award* to financially support aspiring social entrepreneurs to pursue their venture post-graduation

Summer 2008 Amgen, inc. Thousand Oaks, CA

 *Commercial Intern, Oncology Business Unit*

* Analyzed best practices in disease state awareness campaigns for targeted therapies in oncology and recommended a course of action for a pre-launch campaign for a pipeline therapy. Worked on cross-functional team conducting market research to evaluate market potential of a new targeted therapy

2004-2007 Milliken & company Spartanburg, SC

 *A $2-3B, privately-held, textile and materials manufacturer focused on innovation*

Project Manager, Medical Products

* Appointed leader of a five-member R&D team focused on new product development in advanced wound care products for launch in late 2008 with a potential value of $15M over 5 years
* Developed and initiated implementation of short- and long-term growth strategies to reach $100M sales in 10 years by identifying market needs for new product development in advanced wound care
* Coordinated cross-functional team of strategy, marketing, and R&D on multi-phase market research project in medical products resulting in identification of $600M medical products market opportunity
* Presented multi-year growth plan to senior executives for approval and received commitment of five FTEs to project

Research Chemist & Manager

* Worked on cross-functional teams utilizing technical expertise and problem solving to develop technology for new products in advanced wound cared devices and nano-composite materials
* Performed intellectual property landscape analysis and synthesized market report data on potential new technology focus areas resulting in authorship of two U.S. patents with a potential product value of $10M
* Defined new product requirements in advanced wound care based on primary market analysis and customer interviews
* Received two awards for excellence in research (~50 participants) and a category winner at the annual Innovation Fair (~125 participants)

*Recruiting Chair*

* Led team of 10 colleagues to successfully recruit 12 Ph.D. scientists and engineers in an ongoing recruiting effort with strict budget constraints and improved offer acceptance rate by 35% over historical average

teaching Experience

 **KELLOGG SCHOOL OF MANAGEMENT, NORTHWESTERN UNIVERSITY** Evanston, IL

2012-present *Clinical Assistant Professor of Entrepreneurial Practice*, Social Entrepreneurship and Innovate for Impact

2011-2012 *Lecturer,* Social Entrepreneurship, Innovate for Impact

2000-2001 University of texas at austin Austin, TX

 *Teaching Assistant, Bioanalytical General Chemistry & General Chemistry (pilot year)*

1999-2000 university of tennessee Knoxville, TN

 *Teaching Assistant, General Chemistry*

**AWARDS**

1. The Chicago Council on Global Affairs Emerging Leaders Program Class of 2014 (selected)
2. American Society for Public Administration Outstanding Graduate Award, Greater Chicago Chapter of the American Society for Public Administration, 2009.

**OUTSIDE ACTIVITIES**

**Consulting**

1. Advisory board member Bumbleroot
2. Consultant, RTI International
3. Managing Member, Impact Engine

**Pro-bono**

1. Board Member, Net Impact National Academic Advisory Board
2. Board Member, The CHEST Foundation Board of Trustees (philanthropic arm of the American College of Chest Physicians)
3. Advisory board member for start-up impact ventures, Fresh Takes Kitchen and Experience Institute

Patents and Publications

Patents

1. Jones, J. N.; Neal, F. B.; Zhou, H.; Wilson, P. T.; Functionalized nanoparticles and their use in particle/bulk material systems, continuation in part, US Patent application 12/039,036.
2. Jones, J. N.; Neal, F. B.; Zhou, H.; Wilson, P. T.; Functionalized nanoparticles and their use in particle/bulk material systems, US Patent application 11/726,578.
3. Jones, J. N.; Personal electronic equipment having a decorative self-adhesive textile cover. US provisional patent application filed January 17, 2006.

Selected Publications

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| 1. Jones, J. N.; Lee, J.; “Tales from the C-Suite: Recognizing the Value of Community Engagement,” in progress.
2. Jones, J. N.; “Best Practices in Creating Shared Value,” in progress.
3. Jones, J. N.; McNamara, P. *Voracious Readers: Benetech’s Explosive Growth (A) & (B)*, Kellogg School of Management Case, in progress.
 |
| 1. Jones, J. N.; Rowland, J. **2011.** *A City’s Desert: No Apples in the Big Apple? (A) & (B)*. Case 5-410-758(A) & (B).
 |
| 1. Jones, J. N.; Selke, W.; Yee, J. **2010**. *Good Capital and Better World Books (A) & (B): A Better World for Investing*. Case 5-310-508(A) & (B) (KEL526).
 |
| 1. Pietryga, J. M.; Jones, J. N.; MacDonald, C. L. B.; Moore, J. A.; Cowley, A. H. “Titanium(IV) Complexes with Amidinate and/or Hydrazido Ligands, *Polyhedron*, **2006**, 25(2), 259-265.
 |
| 1. Cowley, A. H.; Jones, J. N.; Macdonald, C. L. B. “Triple-Decker Tin and Lead Cations,” *Appl. Organometal. Chem.* **2005**, 19, 578-582.
 |
| 1. Jones, J. N.; Cowley, A. H. “p-Indenyl Tin(II) and Lead(II) Compounds,” *Chem. Comm.* **2005**, 1300-1302.
 |
| 1. Jones, J. N.; Moore, J. A.; Cowley, A. H.; Macdonald, C. L. B. “Group 14 Triple-Decker Cations,” *Dalton Trans.*, **2005**, 21(24), 3846-51.
 |
| 1. Vidovic, D.; Jones, Jones, J. N.; Moore, J. A.; Cowley, A. H. “Lithium, Aluminum and Gallium Complexes of the C6F5-substituted b-diketiminates Ligand HC(CMe2)N(C6F5)2]-, *Z. Anorg. Chem.*, **2005**, 631(13-14), 2888.
 |
| 1. Vidovic, D.; Moore, J. A.; Jones, J. N.; Cowley, A. H. “Synthesis and Characterization of a Coordinated Oxoborane. Lewis Acid Stabilization of a Boron-Oxygen Double Bond,” *J. Am. Chem. Soc.* **2005**, 127, 4566-4567.
 |
| 1. Shukla, P.; Gordon, J. C.; Cowley, A. H.; Jones, J. N. “Fluoroaryl-Substituted Ketiminate Complexes of Aluminum,” *J. Organometal. Chem.* **2005**, 690, 1366-1371.
 |
| 1. Shukla, P.; Cowley, A. H.; Jones, J. N.; Gordon, J. C.; Scott, B. L. “Fluoroaryl-Substituted Aminoalane Dimers: Syntheses and Structures,” *Dalton Trans.* **2005**, 1019-1022.
 |
| 1. Shukla, P.; Gordon, J. C.; Cowley, A. H.; Jones, J. N. “An Unusual Bowl-Shaped Aluminum-Nitrogen Cage Compound,” *Inorg. Chim. Acta,* **2005**, 358(14), 4407-4411.
 |
| 1. Korotkikh, N. I.; Shvaika, O. P.; Rayenko, G. F.; Kiselyov, A. V.; Knishevitsky, A. V.; Cowley, A. H.; Jones, J. N.; Macdonald, C. L. B. “Stable Heteroaromatic Carbenes of the Benzimidazole and 1,2,4-Triazole Series.” *ARKIVOC* (Gainesville, FL, United States), **2005**, 8, 10-43.
 |
| 1. Bertrand, T,; Eady, N. A.; Jones, J. N.; Jesmin; Nagy, J. M.; Jamart-Gregoire, B.; Raven, E. L.; Brown, K. A. “Crystal structure of Mycobacterium tuberculosis catalase-peroxidase,” *J. Biol. Chem.* **2004**, 279, 38991-38999.
 |
| 1. Pierattelli, R.; Banci, L.; Eady, N. A.; Bodiguel, J; Jones, J. N.; Moody, P. C.; Raven, E. L.; Jamart-Gregoire, B.; Brown, K. A. “Enzyme-catalyzed mechanism of isoniazid activation in class I and class III peroxidases,” *J. Biol. Chem.* **2004**, 297, 39000-39009.
 |
| 1. Hinchley, S. L.; Robertson, H. E.; Borisenko, K. B.; Turner, A. R.; Johnston, B. F.; Rankin, D. W. H.; Amadian, M.; Jones, J. N., Cowley, A. H. “The Molecular Structure of Tetra-tert-butyldiphosphine: An Extremely Distorted, Sterically Crowded Molecule,” *Dalton Trans.* **2004**, 2469-2476.
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| 1. Cowley, A. H.; Lu, Zheng; Jones, Jamie N.; Moore, Jennifer A. “Synthesis and Structure of a Boron Cation Supported by a b-diketiminate Ligand,” *J. Organmet. Chem.* **2004**, 689, 2562-2564.
 |
| 1. Filipponi, S.; Jones, J. N.; Johnson, J. A.; Cowley, A. H.; Grepioni, F.; Braga, D. “Isolation of C-H×××C(p)Complexes from the Reactions of Stable Carbenes with Hydrocarbons,” *Chem. Commun.* **2003**, 2716-2717.
 |
| 1. Pietryga, J. M.; Jones, J. N.; Mullins, L. A.; Wiacek, R. J.; Cowley, A. H. “An Unprecedented Mode of ligation for a Bridged amido-cyclopentadienide (Constrained Geometry) Ligand; p-olefinic Interactions with Gallium and Indium,” *Chem. Commun.* **2003**, 2072-2073.
 |
| 1. Korotkikh, N. I.; Rayenko, G. F.; Shvaika, O. P.; Pekhtereva, T. M.; Cowley, A. H.; Jones, J. N.; Macdonald, C. L. B. “Synthesis of 1,2,4-Triazol-5-ylidenes and their Interaction with Acetonitrile and Chalcogens,” *J. Org. Chem.* **2003**, 68, 5762-5765.
 |
| 1. Jones, J. N.; Macdonald, C. L. B.; Gorden, J. D.; Cowley, A. H. “Use of a Smaller Counterion Results in an ‘Inverse Sandwich’ Diindium Cation,” J. *Organomet. Chem.* **2003**, 666, 3-5.
 |
| 1. Wiacek, R. J.; Macdonald, C. L. B.; Jones, J. N.; Cowley A. H. “The Contrasting Behavior of Bridged Amido-Cyclopentadienyl (Constrained Geometry) Group 15 Chlorides and Cations Derived Therefrom,” *Chem. Commun.* **2003**, 430-431.
 |
| 1. Wang, Z.; Abernethy, C. D.; Cowley, A. H.; Jones, J. N.; Jones, R. A.; Macdonald, C. L. B.; Zhang, L. “Synthesis and Structures of 3,5-bis(trifluoromethyl)pyrazolyl Derivatives of Rh(I), Ir(I), Pd(II) and Pt(II),” *J. Organomet. Chem.* **2003**, 666¸ 35-42.
 |
| 1. Jones, J. N.; Cowley, A. H.; Macdonald, C. L. B. “The Crystal Structure of the ‘Pentamethylcyclopentadienyl Cation’ is that of the Pentamethylcyclopentenyl Cation,” *Chem. Commun.* **2002**, 14, 1520-1521.
 |
| 1. Wiacek, R. J.; Jones, J. N.; Macdonald, C. L. B.; Cowley, A. H. “Structural Interrelationships between the Bis(pentamethylcyclopentadienyl)arsenic(III) and Antimony(III) Cations and Their Precursor Chlorides,” *Can. J. Chem.* **2002**, 80, 1518-1523.
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Relevant Speaking Engagements

1. “Financing across the Social Venture Continuum,” curator and moderator, Social Enterprise Alliance Social Enterprise Summit, November 1, 2011, Chicago.
2. “Social Entrepreneurship in Academia,” panelist, Social Enterprise Alliance Social Enterprise Summit, October 30, 2011, Chicago.
3. “Innovative Solutions for Underserved Markets,” panel moderator, Innovating Social Change Conference, October 15, 2011, Evanston.
4. “Utilizing Simulations in the Classroom,” Dell Social Entrepreneurship Faculty Seminar, July 11, 2011, Austin.
5. “Social Entrepreneurship,” Global Engagement Summer Institute, June 23, 2011, Chicago.
6. “Investor Funded Impact Investment Models,” Impact Investing Summit, panel moderator, June 13, 2011, Chicago
7. “The Best of Both Worlds: Blending For-Profit and Not For Profit Models,” panelist, Global Engagement Summit, April 28, 2011, Evanston.
8. “Social Entrepreneurship,” Brinson Family Foundation, April 26, 2011, Chicago.
9. “Do Well by Doing Good,” Northwestern AIESEC, February 24, 2011, Evanston.
10. “New Business Models for a Better World: B Corps, L3C’s, ESOPs and More,” panel moderator, Net Impact Conference, October 29, 2010, Ann Arbor.
11. “Challenging Institutional Barriers and Social Norms to Catalyze Social Change,” curator and panel moderator, Net Impact Conference, October 29, 2010, Ann Arbor.
12. “Challenges and Opportunities at the Base of the Pyramid,” Edelman Chicago Office Breakfast, October 21, 2010, Chicago.
13. “Social Entrepreneurship,” Kellogg Alumni Chapter of New York, panel moderator, October 12, 2010, New York City.
14. “A Better World for Investing: Good Capital and Better World Books,” Social Capital Markets Conference, panel moderator, October 5, 2010, San Francisco.
15. “A Better World for Investing: Good Capital and Better World Books,” Social Enterprise Alliance Chicago Chapter, July 22, 2010, Chicago.