

Johnathan Schwickrath

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Professional Summary

Operations and systems leader with 6 years of experience building scalable business infrastructure that supports growth and execution. Within 12 months, led platform consolidation, workflow automation, and operating model design that improved operational visibility by 25%. Trusted partner to executive leadership on complex implementations and organizational change.

Highlights of Expertise:

- Business Systems & Platform Consolidation
- Scalable Operating Models & Process Design
- Workflow Automation & Execution Enablement
- Cross-Functional Alignment & Delivery
- Operational Visibility, Reporting & Metrics
- Change Management & System Adoption
- Organizational Restructuring & Integration
- Post-Acquisition Execution & Stabilization

Systems & Platforms:

Advanced Microsoft Excel (PivotTables, XLOOKUP/VLOOKUP, financial modeling, forecasting, variance analysis, data analysis & reporting), Zoho One (CRM, Books, FSM, Creator, Flow, Analytics), Microsoft 365 & Power Automate, Salesforce, HubSpot, QuickBooks, Monday.com, Zapier, Zuper FSM, Twilio

Work Experience

Total Drain Solutions LLC.

January 2023 – September 2026

AVP of Finance & Technology

- Managed a multi-entity organization with 50+ employees and \$8–\$10M in annual revenue across Las Vegas, NV and Sarasota, FL, overseeing daily operations and financial performance.
- Implemented AI-assisted AP workflows using Azure Document Intelligence, Power Automate, and QuickBooks to reach ~98% invoice-extraction accuracy and establish a structured AP intake and tracking process.
- Architected and consolidated core systems by integrating Microsoft 365, HubSpot, Zuper FSM, QuickBooks, and iSolved HR into a unified Zoho One model across three post-acquisition entities.
- Built and automated key operational workflows end-to-end, then trained staff to own and run those processes so the organization could scale while enabling focus on higher-impact initiatives.
- Partnered with ownership, advisors, and accountants to align company strategy with execution, managing AR of \$1M+, \$3M+ in annual payroll, credit lines over \$500K, and compensation, fuel card, and corporate card programs.
- Led risk management and compliance by working directly with insurance providers on annual audits, supporting the acquisition of two companies at the organizational/systems level, and helping manage projects over \$1M while acting as a stand-in COO.

MCSolar

January 2022 – January 2023

Assistant Director of Operations

- Managed \$750K–\$1.5M in weekly materials for 60–110 installations, validating engineering plans and supplier POs to prevent errors and uncover inefficiencies that saved \$1M+ annually.
- Defined and scaled solar reporting and optimization systems using Enphase data, custom guides, and on-site validation to improve installation quality and system performance.
- Engineered cross-functional project workflows using Monday.com, Twilio SMS, and CompanyCam to coordinate scheduling across engineering, suppliers, and field teams.
- Improved job-site visibility and reporting accuracy by 60% using CompanyCam and created project-level profitability tracking by linking AP data to job costs and surfacing pricing and margin issues.

JPMorgan Chase Bank Co.

October 2018 – January 2022

Relationship Banker and Small Business Specialist

- Managed a portfolio containing both personal and business clients worth over \$35 million via Salesforce
- Collaborated with Home Lending Advisor, Financial Advisor, and Business Banking specialists on credit and wealth solutions.
- Maintained and adhered to all compliance and regulatory guidelines while helping clients achieve financial goals.

Normandy Capital Group LLC.

February 2016 – April 2018

Sales Administrator and IT Specialist

- Built and launched the company website, CRM, and Zoho Books, integrating bank accounts to streamline lead tracking, accounting, and reporting.
- Established scalable sales operations, CRM workflows, and reporting; served as a cross-functional liaison between leadership, sales, and finance to support forecasting and decision-making.
- Enabled teams through systems and process design, managing and training an 8-person sales and administrative team with standardized onboarding, performance tracking, and operating procedures.

Education

Rutgers University

B.A. in History (2017)