

Jonathan Cole

140 Dogwood Ct., West Jefferson, OH 43162
Cell Phone: (606) 922-2045 Home Phone: (614) 879-6394
Email: jecole02@aol.com

PRIMARY ATTRIBUTES

- Demonstrated ability to apply versatile sales, technical, and administrative experience to any situation.
 - Easily step into new opportunities and immediately contribute towards the desired outcome.
 - Quick to develop positive relationships with customers, vendors, and co-workers.
 - Understand the changing environment in industry and focus on adapting accordingly.
 - Possess the integrity and work ethic to develop, protect, and improve that for which I am responsible.
 - Sharpened skill set as the result of office, field, and job floor experience.
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EDUCATION

COLUMBUS STATE COMMUNITY COLLEGE 2016 COLUMBUS, OHIO
Associate of Applied Science Degree in Electro-Mechanical Engineering Technology

PENNSYLVANIA STATE UNIVERSITY 1979 UNIVERSITY PARK, PENNSYLVANIA
Bachelor of Science in Mining Engineering

EMPLOYMENT HISTORY

SELF EMPLOYED COLUMBUS, OHIO **August, 2016 – Present**

Business Development and Market Consultant

Responsible for market development and assembling product offtake, electricity, and gas supply agreements with third parties for US Methanol LLC's 180K metric ton methanol production facility under development in Institute, WV.

Manage OneVision Corporation's product sales and service to new and existing Eastern US and Canada food and beverage industry customers. Current duties require maintaining existing relationships as well as, developing new ones. Sales and revenues have increased each year since I have worked with OneVision.

NEW TRINITY COAL, INC. OAK HILL, WEST VIRGINIA **July, 2011 – April, 2015**

Director Sales - Responsible for coal sales, contract administration, scheduling, logistics, quantity, and quality compliance for domestic and international utility and industrial accounts resulting in \$110 million in annual revenue for the company.

ICG, LLC SCOTT DEPOT, WEST VIRGINIA **March, 2005 – July, 2011**

Director Sales - Directed utility coal sales generating \$400 million in annual revenues Also responsible for bid strategies, and short and long-term contract negotiation and implementation.

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EMPLOYMENT HISTORY - Continued

RESOURCE FUELS, LLC COLUMBUS, OH **January, 2000 – February, 2005**

Vice President - Managed sales and contract administration, prepared operating budget and cash flow projections, worked on business acquisitions.

AEI COAL SALES COMPANY ASHLAND, KY **July, 1998 – December, 1999**

Vice President Contract Administration - Managed contracts for key coal sales accounts, and prepared consolidated sales and production forecasts.

CYPRUS AMAX COAL COMPANY DENVER, CO & CINCINNATI, OH **February, 1994 – June, 1998**

Senior Financial Analyst/Manager Contract Administration - Prepared bids, negotiated and administered sales agreements, handled customer issues, performed financial analysis, and prepared budgets and associated reports.

AMAX COAL COMPANY INDIANAPOLIS, IN & HOUSTON, TX **January, 1990 – January, 1994**

Manager Market Research - Performed market research and support for senior management and sales group.

INGRAM COAL COMPANY NASHVILLE, TN **June, 1982 – December, 1989**

Manager Technical Services - Managed IT functions, including business and technical software and hardware systems.

CONTROL DATA CORPORATION PITTSBURGH, PA **June, 1979 – May, 1982**

Mining Associate - Provided software sales and engineering support services to mining industry.

BUSINESS AND PERSONAL REFERENCES AVAILABLE UPON REQUEST